

# The PUBLISHERS' WEEKLY

THE AMERICAN BOOKTRADE JOURNAL

NEW YORK, APRIL 9, 1927

## Are Books Too Dear?

By J. M. Keynes

*Author of "The Economic Consequences of the Peace"*

A DISCUSSION in England has been initiated as to the health of an industry, of which the national importance is altogether out of proportion to its size—the Book-trade. No one, I think, could maintain that too few books are published. So far as fertility is concerned, there is every appearance of health. Few authors of merit nowadays are prevented from seeing the light. But are enough books bought? Do books play the part in occupying our leisure hours which they ought to play? Are the rewards of authorship (and, incidentally, of publishing and bookselling) what they ought to be in a self-respecting community which honors as it should this profession (and those essential aids and adjuncts to it)?

The answer is certainly—No. As for booksellers, to all intents and purposes outside London, Cambridge, Oxford, Edinburgh, and a very few large provincial towns, there are none—none, that is to say, where you can reckon (within reason) on finding what you want on the premises. I hope that some publisher's travelers will tell us where in England they can hope to get orders on the large scale. Even in the whole of the Metropolitan area are there above a dozen bookshops worthy the name? If so, let us hear their addresses. I should think that to allege one first-rate bookshop in the County of Middlesex per half-million of inhabitants would be to overstate the facilities.

Publishers, on the other hand, like authors, are not lacking in numbers. But are they, as a class prosperous? I hear not. Apart from educational works and textbooks and bookstall trash and trade publications, do all the publishers in London added together make enough money to keep one big draper alive? Each book they issue mops up working capital and represents an appreciable risk. I doubt if the profits they earn are at all proportionate to the difficulty and precariousness of the publishing business.

What of the authors? They are a humble tribe, pleased enough (too often) to see themselves in print without paying for it. They hardly hope, outside the small but not select band of best sellers, to support a wife and family on the proceeds. Heavens knows that the contributors to periodicals are badly paid enough; yet most of them probably draw appreciably more per word than they could hope to earn from a bound book. How many authors are there in England who can reckon on earning from their books above £500 a year on the average? Very, very few. I fancy that the compositors may do better out of the business on the whole than any of the other factors of production.

Now all this is profoundly unsatisfactory. It means that the power of ideas in this country, expressed otherwise than thru the popular press, is negligible. Where does the fault lie?

For a long time I was in the habit of maintaining that the fault lay with the publishers. I have become convinced that they are not the guilty ones. The fault lies, first and foremost, with the public—with their wrong psychology towards book-buying, their small expenditure, their mean and tricky ways where a book, the noblest of man's works is concerned.

The question is largely one of arithmetic. Let me do a sum, by way of illustration, which will exhibit the economics of book production. I will take a volume, recently published, where I know the figures. The book is a substantial one, above four hundred demy octavo pages, containing more than 160,000 words, bound in a good cloth binding, a book which would normally be published not below 15s. net.

One important item in the cost of production remains practically unchanged whatever the size of the edition, namely, the binding, which cost in this case about 1s. a copy, tho a cheaper binding could have been had for 9d. Once the book was set up in type and put on to the machines, the cost per copy for printing and paper was about 10d. a copy. Thus what economists call the "marginal cost of production," that is to say, the cost of producing each additional copy over and above (say) the first 500 copies of a book, which would normally be published at 15s., was not above 2s. a copy. There are indeed very few books of which the marginal cost of production after the initial expenses have been paid exceeds 2s.; for most books—I should say for the vast majority of books bound in cloth—this figure lies between 1s. and 2s. 6d. The actual published price will generally be from five to ten times the marginal cost thus calculated.

It was computations on these lines which used to make me think that books were much too dear and that the publishers were at fault in maintaining their conventional price-level much too high. But before we fly to this conclusion, let us pursue our arithmetic further.

The initial costs of this book for composition, &c., were about £150, without allowing anything for the author, for the publisher's profit and overhead expenses, or for advertising. A figure somewhere between £50 and £200 would probably cover the initial costs of the vast majority of

books. This expense is irrespective of the number of copies produced or sold. £150 is 3,000 shillings. Thus spread over an edition of 500 copies, the cost is 6s. per copy; for 1,000 3s.; for 3,000, 1s.; for 6,000, 6d.; for 9,000, 4d.; for 18,000, 2d.; and so on. Thus up to a sale of (say) 2,500 copies the average initial cost falls very rapidly. After (say) 5,000 copies the additional economy becomes almost negligible, amounting to a very few pence at the most.

Now let us add our marginal costs to our initial costs. We reach a total of 8s. per copy for an edition of 500; 5s. for 1,000; 3s. for 3,000; 2s. 4d. for 9,000; 2s. 2d. for 18,000.

On these data what is a reasonable price to charge? Is 15s. reasonable? Let us calculate, on the basis of this price to the public, how much the different parties are going to make out of it. First of all, we must deduct the expenses of distribution in the shape of the bookseller's and wholesaler's discounts. We shall not be over-estimating this, if we put it at one-third. Nor is this excessive, on comparison with any other retailing business—especially for a non-standard, non-staple, seasonal trade. One-third of what we pay for most things which we buy in shops goes to the expenses and profits of distribution and not of production. Only on condition of the public becoming much larger, more reliable purchasers than they are at present could this charge be reduced.

Thus we have 10s. left for the costs of production, the costs of advertisement, the expenses and profit of the publisher, and the royalties of the author. Deducting costs of production as above, this means a lump sum of £50 on an edition of 500; £250 on 1,000; £1,050 on 3,000; £3,450 on 9,000. Before we divide this lump sum between the different claimants, let us compare the results of publishing at prices of 7s. 6d., 10s. 6d., and 24s. with those at a price of 15s.:—

Size of Edition.	Lump sum available, as above, at a published price of			
	7/6	10/6	15/-	24/-
500 ..	-£75	-£25	£50	£200
1,000 ..	nil	£100	£250	£550
3,000 ..	£300	£600	£1,050	£1,950
9,000 ..	£1,200	£2,100	£3,450	£6,150

Now, first of all, would it *pay* the publisher and the author to reduce the price below 15s.? The expectation of sales, allowing a little for the increased risk, must be *three* times as great as at 15s., to justify a price of 7s. 6d., and *twice* as great, to justify a price of 10s. 6d. On the other hand, 24s. will pay with *half* as great a circulation. The question for publishers is the degree of response of the public to lower prices. The circulation of most books falls into two parts—sales to public libraries, circulating libraries, and the author's friends and regular supporters, which part is very little affected by variations in the price within fairly wide limits; and casual sales to the general public. Sales in the first category (bestsellers apart) for most books of good reputation probably lie between 250 and 1,000. Now if the potential sales to the general public capable of being stimulated by low prices and high advertising were of the order of 5,000 copies or more—as surely it ought to be—it would be worth while to make a bid for these. But in practice, I fancy, the potential public demand for a solid book of the type under consideration is more likely to be from 500 to 2,500, and will only exceed the latter figure in the case of an exceptional success. In general, therefore, you cannot increase the circulation of a book threefold by halving its price. The result is that it probably pays publishers in most cases to charge as high a price as custom permits and as will not frighten away the reliable first-category buyers. Indeed we have reason to be thankful for publishers' moderation in not spending a few pence per copy on illustrations (which are supposed by the public and by authors to cost much more than they actually do), and another penny or two on a smart binding and, with these slight ostentations as an excuse, raising the price of my hypothetical book to 24s.

Thus, from the purely business point of view, there is no case for reducing the price of the book, unless and until the potential book-buying public is very greatly increased. Let us next consider whether, things being as they are, the author or the publisher is being over-remunerated.

Let us suppose that the publisher has agreed to pay the author a royalty of 15 per cent. of the published price on the first

1,000 copies sold (*i.e.*, 2s. 3d. per copy on a 15s. book), 20 per cent. thereafter up to 3,000 copies, and 25 per cent. after 5,000 copies; then on sales of 500 the author receives £56; on 1,000, £112; on 3,000, £412; and on 9,000, £1,537. The book, you must remember, is a solid one, such as would occupy most authors two years at the least to write; and sales for such a book above 3,000 quite an exceptional event. Authors, anyhow, can be acquitted of avarice.

What is left for the publisher's expenses and profits? We cannot put the normal cost of advertising per copy sold at less than 1s., and up to 2s. may be worth while; some publishers might consider these figures too low for any book worth pushing. For the sake of illustration, I will put advertising costs at a lump sum of £50, *plus* 1s. per copy sold. This leaves the publisher with —£81 on sales of 500, +£38 on 1,000, +£438 on 3,000, +£1,413 on 9,000; not *net* profit, but *gross* profit, from which all his own overhead expenses have got to be deducted. Now if sales of 9,000 were a common event, instead of a rare event to be averaged out against the sales of 1,000 or less, this rate of profit could clearly be reduced. If, on the other hand, sales of 2,000 to 3,000 represent in practice a very decided success, it is evident that, averaging these with sales of 1,500 and less, the profits of this type of publishing are moderate. Indeed, it is likely to be so, for competition is keen.

I conclude, therefore, that so long as the normal circulation of the typical good book, outside the narrow bestseller class, is not above 3,000 copies at the best, it is uneconomic, and indeed impossible if author and publisher are to gain a living wage, to reduce the price of books. If, on the other hand the potential sales under the stimulus of low prices were to rise to the order of 9,000 or more, then the prices of books could be approximately halved.

Is it not a thing to be ashamed of, having regard to the wealth and population of the English-speaking world, that editions are on so miserable a scale? How many people spend even £10 a year on books? I should like to mobilize a mighty army of Bookworms, pledged to spend £10 a year on books, and, in the higher ranks of the Brotherhood, to buy a book a week.



# Building a Rare Book Department

Morris H. Briggs

VI

## *Marketing by Mail*

THE proprietor of the average bookstore is not advised to attempt mail order selling without at least a year's experience in maintaining an old and rare book department. The home market is the important one and should be developed intensively until all possible local business in rare books has been secured. After a year of buying, cataloging, pricing, advertising, studying stock and actual selling the bookseller is equipped and prepared to branch out into selling by mail.

Such selling is recommended only for such stock items as do not sell readily from the shelves. In many cases, particularly in larger cities there should be enough local customers to make outside selling inadvisable. If the bookseller accumulates stock he will be forced to seek an outlet in other parts of the country.

There is nothing mysterious or partic-

ularly difficult in selling books by mail. The procedure of buying, cataloging, pricing and studying stock is the same as for local selling. Selling practice is the same only books are described with written or printed words instead of orally. The prospective customer must be given all the information about a book that he would discover if he had an opportunity to inspect it. This, it is evident, requires some system.

The method of describing books by mail will be clearer if illustrated by actual cases. The bookseller has a store in a Massachusetts city of 25,000. During the year he has acquired a pamphlet on California which he has seen advertised in an Americana catalog for \$60.00. He has priced it \$45.00 and it has been in stock for several months. It does not appeal to local collectors. He takes the catalog card from his file and writes a letter as follows:

California State Library,  
Sacramento, Calif.,

Gentlemen:

I offer for your consideration:

(1) ADAMS, JAMES CAPEN. (2) The Life of J. C. Adams, known as Old Grizzly Adams, containing a Truthful Account of His Bear Hunts, Fights with Grizzly Bears, Hairbreadth Escapes in the Rocky and Nevada Mountains and the Wilds of the Pacific Coast; with details of his Trip to California in 1849, etc. (3) 16mo. (4) original colored illustrated wrappers, (5) pp. 53, (6) New York, (7) H. J. Smith, (8) 1860. (9) Front cover worn and spotted. (10) A rare, genuine story of overland adventure. (11) postpaid, (12) \$45.00.

Very truly yours,

L. T. Speed



If cataloged correctly when bought this is merely a matter of copying the information from the catalog card. The prospective buyer is given every fact necessary to judge the book. These facts are as follows, the numbers referring to those in the letter above:

- 1—The name of the author.
- 2—The title of the book or pamphlet.
- 3—Size.
- 4—Nature of binding.
- 5—Number of pages.
- 6—Place of publication.

- 7—Name of publisher.
- 8—Date of publication.
- 9—Description of condition.
- 10—**SELLING POINT.**
- 11—Postage paid or extra.
- 12—Price.

In describing Americana it is absolutely necessary to furnish all of this information. For first editions it is not necessary to go into so much detail as the statement, "First Edition" covers points 3, 5 and 7, so a first edition may be offered by mail as follows:

- (1) HERGESHEIMER, JOSEPH. (2) Mountain Blood, (4) original cloth, (6) New York, (8) 1915, (9) fine copy of the first edition, (10) one of his scarest and best written works, (11) postage extra (12) \$6.00.

Inasmuch as a first edition is much more valuable in the original binding this fact should always be covered in the description under point 4. The condition of modern first editions is very important, so any blemish, however slight it may seem should be fully covered under point 9. Successful rare book selling by mail is largely attention to detail. Accurate and honest cataloging soon becomes a habit and if a book is so cataloged when bought, mail listing is only a matter of copying the information from the catalog card. The opportunity to exercise real selling talent comes under point 10 and the bookseller should always state here the chief reason for the purchase of a book. If it has no selling point it should never have been bought.

If the bookseller has several books or pamphlets on California they should be included in the same letter, arranged alphabetically and each described according to the same rules. The same applies to first editions.

For Americana the best arrangement is alphabetically by subjects such as Alaska, Arizona, California, Illinois, Mormons, New York, Ohio, Western; etc., for first editions alphabetically by authors such as Anderson, Dreiser, Hergesheimer, Moore, Pennell, Shelley, Whitman, etc.

Following a postal card or letter a satisfactory list can be made up on the typewriter using eleven sheets of thin onion skin paper, size 8½ x 14 and ten sheets of carbon paper the same size. This furnishes ten copies to mail and a record for the files. Lists of this kind up to ten pages can be mailed for two cents postage and it is very convenient for a small list of prospective buyers.

Lists or catalogs should always be identified in some arbitrary manner, either by numbers or letters such as List "I" or List "A" or by dates such as "March 21, 1927" and each item listed should be numbered in rotation. A good heading for a list is as follows:

A. J. GREEN, 6578 NORTON AVE., PITTSBURGH, PA.

March 21, 1927

AMERICANA—Offered, net, postage extra.

1. ARIZONA. GILL, C. M. Early Days of Napa County; etc. \$4.00
2. INDIANS. HARRISON, R. G. Indian Wars; etc. 6.75

A copy of the list should always be filed for reference as in many cases customers will order as follows: "List of March 21, 1927. Send numbers 6, 9, 11, 43 and 55." It is also advisable to keep a record of each book cataloged and each prospective buyer to whom each list is mailed. This is easily done by purchasing an ordinary dating stamp and ink pad. As each book is listed the date of the list, "March 21, 1927" is stamped on the back of the catalog card. This gives the record of cataloging. When addressing the envelopes to prospects the same date is stamped on the back of the prospect card giving a valuable record of mailings. When a sale is made the amount, nature of the sale, etc., should be noted on the front of the buyer's card and the card describing the book sold should be removed from the catalog file and placed in a file of books sold. If more than one customer orders the same book the names and addresses of the unsuccessful orderers should be noted on the catalog card of the book in question which should then be placed in the file of books wanted and every effort made to secure additional copies. This system is not difficult when put into practice and made a daily and inflexible routine. These are mechanical features of bookselling by mail and this or some similar system must be adopted if business is

done on any extensive scale. Any mail order business requires system and rare bookselling is no exception to the rule.

As the number of buyers or prospective buyers grows, it will be necessary to make more copies of each list. Experience has shown that the most economic and practical methods of duplicating lists are as follows: for 12 to 35 prospects, hektograph or gelatine plate; for 50 to 200 prospects, mimeograph or multigraph and for over 200 prospects, printed catalogs.

In most localities the cost of printing is so high that it will rarely pay the bookseller to circulate printed catalogs. If books are carefully described they will sell almost as well from any kind of legible and accurate list as from an expensive printed catalog. This is especially true for Americana. The books make the catalog and not the catalog the books. In the case of a large stock of first editions, finely printed books, art books, fine bindings, books on antiques combined with a large and good customer list, a well printed catalog will pay and produce good results as customers for this class of books often judge them by the manner in which they are presented for sale.

As soon as an order comes in it should be entered on the books. The following method is simple and practicable by the rare book dealer.

Date	Name of Customer	Paid	Source	Ptge.	Cost	Amt.
Mar. 23	J. J. Green	4-1	3-21-27	\$.19	\$2.00	\$4.00

When sales are entered in this manner it is easy to run down the paid column and discover which accounts have not been paid. The source is of course the date of the list or other quotation. Bills should be mailed at the time books are shipped. All orders should be carefully packed and insured if over \$5.00 in value. The use of insurance certificates saves much valuable time. Packages should be shipped the cheapest way, either express or parcel's post.

In doing business by mail the bookseller should employ ordinary business precautions to avoid bad debts. In making a first sale to a private customer it is usually advisable to ask for prepayment before shipping, at least until the customary trade or banking references have been furnished and investigated. It will be found in practice

that the private bookbuyer as a class is almost invariably honest and that the percentage of bad debts is infinitesimal. However there are a few exceptions to this rule and to avoid losses it is best to ask in a courteous manner for credit information.

Business with libraries must be done in accordance with their methods of making payment which is usually on time. Business with private customers and dealers should and can be conducted as largely as possible on a cash basis. Statements should be mailed out promptly on the first of each month and collection letters written to all delinquent customers. It is only right and just for customers to pay their bills promptly and the bookseller will never err in urging payment firmly and tactfully when it is due.

# Cutting the Cost of Special Orders

*Burrows Brothers Inaugurate New Order System*

**J**UST now we are hearing a great deal about book costs especially of the increased costs of publishers distribution and overhead. Among the unmentioned mounting costs of getting books to the public there has been the growing expense of ordering.

Where ordering used to be a matter of quantities it is now a matter of items, where service in the bookshop used to be promise of a book delivery in days or weeks it is now hours and days. Special ordering and small and frequent stock ordering is expensive, but it is not yet determined whether the mounting cost of present day methods of small ordering and special ordering is more costly than the greater gambling in quantity orders of old days.

The progressive bookstore of Burrows Brothers of Cleveland grappled with this subject and in a recent letter to publishers announced "that we are about to make a change in our system of sending mail orders, covering those shipped direct to customers as well as those to be shipped to our store. In the past our orders have specified separate billing and shipping. From now on we propose to collect orders and forward them *once a week*". Such collected orders are of two kinds—(1) items to be shipped direct to customers but charged to Burrows, and (2) items to be packed together (previously separate packages) and shipped to Burrows.

"Also" continues Burrows Bros. "only one invoice should be rendered for the weekly order, regardless of the fact that one order will include a number of different shipments to our different customers."

One publisher, commenting says, "it is gratifying to know that Burrows have voluntarily undertaken the experiment with what appears a splendid system whereby both Burrows and the publishers will in all probability be relieved of much detail handling. Obviously this is one way for the booktrade to accomplish some relief as

regards overhead. We have been subjected to considerable expense due to the heavy cost of handling numerous individual orders especially for single items."

This experiment is of decided interest. Analyzing its advantages Burrows Brothers indicate that for the bookseller a saving in expense and labor will follow: (1) The making of only one order form for various items instead of separate orders in The Special Order Department.

(2) The saving of postage in sending a week's accumulation in one envelope.

(3) The checking of one invoice and one package instead of several thru order and receiving departments.

(4) The saving of time and help in checking by the Buyer who notes the items called for over a week's period and can do better ordering for stock than heretofore.

For the publisher, suggests Burrows Brothers, the plan,—

(1) Eliminates laying out many small orders.

(2) Saves by billing and mailing one invoice instead of several.

(3) Requires less work on statements, as postings will be fewer.

(4) Saves time and money by shipment of one package instead of several.

Burrows Brothers adds that "There may be some question as to delay in books reaching our customers but we have offset this in instructing the A. B. A. Clearing House to ship twice a week instead of once as formerly. The method of sending the orders should expedite the publisher's service."

Regarding this question, Mr. Kroch of Kroch's International Bookstore writes:—"Special orders are filled by us as part of our service and must be handled with the utmost speed regardless of cost. Such orders are mailed daily, and I would not consider a change even if it would represent a considerable saving in the cost of



handling." To which Burrows Brothers thru Mr. Charles Jackson respond:—"We have covered this question of prompt and immediate delivery of a specific book thru a special rush order, where necessary, but this is proving the exception rather than the rule. We find our customers very reasonable and a promise of delivery in two weeks is not a drawback to the number of orders being received. The elimination of delay thru having two shipments a week come from the A. B. A. instead of one expedites matters."

John Kidd of Stewart Kidd, Cincinnati, questions the possibility for the retailer to give his usual prompt service. "I know" he says "that it is necessary for us to send orders twice a day that they may be promptly filled. If we waited for an ac-

cumulation I grant it would be more convenient but I think the time lost would more than offset the saving in labor."

This is a genuine attempt to pare down cost and labor in one department of the handling of books where the accumulated costs are large at the end of a year for both publisher and bookseller. The special order that requires speed is a problem. Whether Burrows Brothers' plan will be found adequate to their ideal of service must be proved by experiment, as must the ability of the A. B. A. Clearing House or publishers to adapt their shipping problems to possible high peak loads caused by accumulated orders. These are real problems in bookselling costs adjustment the answers to which the trade will be interested to hear, as Burrows Brothers proceed.

## In the Book Market



Archibald Marshall

**D**ON QUIXOTE takes to the road again on April 23rd this time in an English hansom cab rather than the saddle of his bony Rosinante. Gilbert K. Chesterton is responsible for this in his book "The Return of Don Quixote" which *Dodd, Mead* will publish. This is Chesterton's first long novel since "The Napoleon of Notting Hill" and "The Man Who Was Thursday." Not the first book, mind you, for there have been "The Incredulity of Father Brown" and "The Outline of Sanity" to mention but two of the most recent, but the first long work. ❀ ❀ ❀ This same house will issue on the same date two other novels, Maud Diver's "But Yesterday," and the popular Archibald Marshall's "That Island." Mr. Marshall deserts England this time for a tropical island on the shores of which are wrecked Mr. Dinwiddy and his family. They immediately reduce the island to a tropical Merrie England, allowing Mr. Mar-

shall to indulge in some rather sharp satire. ❀ ❀ ❀

"The Last Victorians" is the title of a book of Victorian personalities which *Lippincott* will publish on April 16th. Here are acute pen portraits of the great of the period, from Disraeli to Lord Oxford, done by A. A. Baumann, former editor of the *London Saturday Review* and a true Victorian himself. What he has set out to do is to dispel much of the distortion resultant from misty visibility. ❀ ❀ ❀ Contracts have just been signed between Helen Wills and *Dorrance & Company* for early publication of "The Awakening," a book of poems. Miss Wills' first volume of verse, according to the critics who have seen it, shows great promise and ability. The poems are sprightly and charming as one might expect from a lively tennis player who has proved herself a talented sculptor. In addition to writing the book, Miss Wills herself is illustrating it with pen and ink sketches. ❀ ❀ ❀

There will be three new additions to the "books for children written by children" series begun by *Putnam's* last year. They are "David Goes to Baffin Land" by David Binney Putnam, "Bob North Starts Exploring" by Robert Carver North, and

"Deric With the Indians" by Deric Nussbaum. They will all be ready in the Fall. \* \* \* *E. P. Dutton & Company* is at present holding an exhibition of original drawings by Ernest H. Shepard for "Winnie-the-Pooh." The items are for sale and range in price from \$60 to \$150, and a number of them have been sold. The Rare Book Department of Dutton's offers First English Edition of "Winnie-the-Pooh" for \$3; first English edition of the same book signed by the author and artist for \$50; first English edition of "When We Were Very Young" for \$75, and a first English edition of the same signed by author and artist for \$300. "Oh Pooh, I do love you" said Milne. "So do I," said Shepard. \* \* \* We seem, all unwittingly to have been rather hard on translations from the German. We, on this very page, said that Hans Heinz Ewers' "The Ant People" was published by *Harcourt, Brace* and several newspapers have credited several houses with Emil Ludwig's "Bismarck: The Story of a Fighter." The Ewers book is published by *Dodd, Mead* and "Bismarck" will be published in the Fall by *Little, Brown*. Ludwig's two biographies of this winter were "William II" which *Putnam* published and "Napoleon," issued by *Boni & Liveright*. \* \* \* This afternoon at Carnegie Hall in New York the Boston Symphony Orchestra, conducted by Serge Koussevitzky, will play, as part of its program, "Lilacs, A Poem for Orchestra" (After Amy Lowell) by Edward Hill for the first time in this city. "Lilacs" is from Miss Lowell's "What's O'Clock," published by Houghton, Mifflin. And tomorrow night George Antheil, who has come from Paris for the occasion, will present his Ballet Mecanique and other numbers. It's a busy week-end. \* \* \*

The immense success of the new mystery play, "The Spider," in New York, is the cause of the acclamation of the Vice-President of a New York publishing house as a playwright of the first rank. Lowell Brentano, Vice-President, head of the editorial board and chief executive of the publishing house that bears his name and that has two stores in New York, one in Washington, one in Chicago and one in Paris, collaborated with Fulton Oursler, author of "Behold This Dreamer," "Sandalwood" (which

Owen Davis dramatized and which was produced in New York this winter), and "Stepchild of the Moon," in writing the play. The critics on the New York papers hailed it as the best mystery play that has come to town in some time, in fact the best since "The Bat" of several seasons ago which each successive mystery play has hoped, without success, to equal.

Mr. Brentano was born in New York in 1895. His grammar and high school education was received in the public schools of East Orange, N. J., in preparation for Harvard. Tho not a member of Professor George P. Baker's playwrighting course at Harvard, Mr. Brentano became closely connected with the Workshop as scene shifter, stage designer and occasionally actor. Upon graduating from Harvard he entered his father's firm where he was assigned to the domestic and foreign interests. He was largely instrumental in placing his organization among the leading publishers of the works of well-known dramatists, including Shaw, Molnar and Brieux. Today he is in control of the editorial policy of Brentano's, Inc., a position that demands his undivided attention. It was in the spare moments that that undivided attention allowed in which he wrote "The Spider." Mr. Brentano has done very little regular writing and until he met Mr. Oursler he had done no playwrighting. Thus "The Spider" is his first play, tho he is now working on a new play which he hopes to have ready for production this coming autumn. \* \* \*

Lord and Taylor, the big department store in New York, displayed a copy of the \$20,000 edition of Colonel T. E. Lawrence's "The Seven Pillars of Wisdom," *Doran*, in its window last week. The store is known for its well-dressed windows and to display it in one of them on Fifth Avenue is a testimony to the importance of the book. \* \* \* The Dial Press publishes this week "The Peat-Cutters" by Alphonse De Chateaubriant. This is the novel that was awarded the Grand Prix du Roman of the French Academy. \* \* \* Payson & Clarke, Ltd., of New York are the publishers of "The Sombre Flame" by Samuel Rogers, a first novel by a young professor of French Contemporary Literature at the University of Wisconsin.



# THE Publishers' Weekly

The American Book Trade Journal

Founded by F. Leyboldt

EDITORS

R. R. BOWKER F. G. MELCHER  
62 W. 45th St., New York City

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15 cents a copy

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*I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto.*

—BACON.

## The Book Clubs

THE Book-of-the-Month Club is now entering its second year and facing what it admits is its real trial, the problem of the cost of getting renewal subscriptions. A year ago "Lolly Willowses" was sent out to five thousand subscribers, and this month Lawrence's "Revolt in the Desert" goes out to forty thousand. The Club organizers have found the question of exchanges to be their great difficulty, yet if the privilege of return was not offered there would undoubtedly be a lessening of subscriptions. In February they adopted the plan of notifying the subscribers in advance of shipping the books so that subscribers could change their selection if they desired. Sometimes an increase in exchanges has been due to the already wide distribution of the title selected as in the case of "Show Boat" and "The Romantic Comedians"; sometimes because the subject matter seemed not what was wanted as in the case of the most literary of the selections, "The Heart of Emerson's Journals."

The desire of the promoters to include outstanding books of biography and travel has been accomplished by obtaining a \$3.00 edition of Ludwig's "Napoleon" three months after it had been published in the trade at \$5.00, the trade price being then

simultaneously reduced to three. In the case of Lawrence's "Revolt in the Desert", the English price had been settled at 30s and the American tentatively placed at \$5.00 when the Club offered to take 40,000 copies at \$3.00. This offer decided Doran to put the price of the book at the figure and, as it has appeared to be the outstanding non-fiction book of the spring, the booksellers are selling great quantities. Publishers and authors with other non-fiction octavos that cannot be issued at such a low price are wondering what the effect of this price situation will be on the sale of their books.

In the meantime the Book-of-the-Month Club is continuing in the leading book mediums its full-page advertising for subscribers endeavoring to offset the new competition and to maintain the size of the subscription list.

The chief competitor of the Club is the Literary Guild which launched its program of 12 books for \$18.00 in January. The first volume sent out was "Anthony Comstock" which was simultaneously issued by A. & C. Boni at \$3.00. The edition like the first one of the rival club was of about 5,000 copies. The April book is to be "Mr. Fortune's Maggot" by the author of "Lolly Willowses", an author who seems to have good luck with juries. The trade edition will be published on April 11th by the Viking Press, and according to announcements the two editions go out simultaneously. The comparisons which the Guild's advertising has drawn between Guild prices and bookstore prices has been the chief objection of booksellers to this program. The argument that all clubs are objectionable because they standardize reading habits has been countered by the Guild which says "that the careful judgment of a group of eminent critics and writers should prove quite as valuable to the public as the haphazard selections of bookstore clerks who often make a point of pushing a book for no other reason than that the store is overstocked."

The attitude of the general publisher seems to be one of doubt about the adequacy of the financial return. The Guild claims that its figuring is done on the basis of a 50,000 subscription, this allowing them to pay author and trade publisher jointly



approximately thirty cents per copy. It believes that its edition will not cut the sale of the regular edition and that the author and publisher will be willing to make a royalty cut in order to sell a large additional quantity at one time. "Temporarily, however," reports the *Author's League Bulletin*, "the Guild is paying higher prices and taking a substantial loss in order to prove the soundness of its contention that the regular edition sale will not be reduced."

The booksellers of the country have written to the *Publishers' Weekly* many letters of comment on the Guild, showing that throughout the country it was a subject of very great interest. In fact, no recent book trade innovation has brought out so many criticisms. But there have been too many of these to publish them in the *Weekly's* limited space.

The third club is The First Edition Club also with headquarters in New York and with another excellent board of jurors. Like the Book-of-the-Month Club it charges the list price of the book selected plus postage. The new slant it has given has been the emphasis on the increasing value of first editions. This is a sales argument that has doubtful value, as the larger this edition the less likelihood of increase and it so happens that the club has emphasized this difficulty in its first selections. Of "Elmer Gantry" the first edition was advertised to be one of 100,000 copies which means little chance of enhanced values and the second selection is May Sinclair's new book, and collectors do not bid up the price of American editions of English authors.

### Anticipating American Editions

**A**T a recent meeting of the San Francisco Booksellers' Association attention was called to the practice that had developed of importing English editions of new books in advance of the appearance of the American copyright edition. The Association decided that the circulation of such copies in advance of American publishers' release dates was in violation of the local agreement to observe such release dates, and the secretary was instructed to incorporate this matter in a letter that was then sent out to all dealers and libraries that had signed the agreement.

### Booktrade Economics by An Expert

**T**HE publication of Stanley Unwin's volume, "The Truth About Publishing," has aroused much public discussion in England on the status of the book-trade. Among those who have made important comments is J. M. Keynes, whose analyses of the problem of book prices is given American publication on the first pages of this issue. Mr. Keynes' famous volume, "The Economic Consequences of the Peace," was the best seller of two countries in 1919, and any comment of his on problems of economics or finance will always receive careful attention. He emphasizes the need of more book buying and probably implies that the booktrade should so order its business that the desired support may be secured.

### "To Develop Intellectual Curiosity"

**P**ROPOSALS which "will reverse the traditional method of education and begin with what people want to know, rather than what others think they should be taught," have been announced by the National Community Foundation, which has been organized to "promote a Nationwide program of education and culture for towns and country communities."

The New York committee, the Rev. Dr. S. Parkes Cadman, Gen. Samuel McRoberts, Francis H. Sisson, Will Irwin and Albert Edward Wiggam, made the first formal statement of policy adopted by the trustees of the foundation, which has an immediate program calling for a \$5,000,000 endowment for the Swarthmore Chautauqua Association, thru which it will operate at first.

The board, which includes among its members Otto H. Kahn and Mrs. Medill McCormick, declares that the methods used will "develop intellectual curiosity and cultural appetite, and encourage and direct the impulse for self-expression, both individual and community."

Education by correspondence, the founding of a loan library and the establishment of a "Junior Town" department for children, are in the foundation's program.



Frank K. Reilly

## The Reilly & Lee Co. Celebrate Their Twenty-fifth Anniversary

*One Hundred and Fifty Gather to  
Honor Founding of Chicago  
Publishing House*

IN the sumptuously appointed banquet rooms of the Furniture Club of Chicago, Frank and Leigh Reilly on Friday, April 1st, were hosts to a large number of their author, bookseller and social friends in celebration of the twenty-fifth anniversary of the founding of their publishing house. The Wizard of Oz herself, Ruth Plumley Thompson, gave the right touch by bringing a birthday cake all the way from Philadelphia.

Frank K. Reilly founded what is now the Reilly & Lee Company with Sumner C. Britton in 1902 under the name of the Madison Book Company. Their business at that time consisted mainly of the sole selling agency for Webster's unabridged dictionary and was conducted in a small room with one office boy at \$3 a week and one stenographer at \$15 a week. In 1904, the name was changed to the Reilly & Britton Company and its publishing activities began in earnest. During that year it published L. Frank Baum's "The Further Adventures of the Scarecrow and the Tin Woodman," a sequel to the "Wizard of Oz." That was the beginning of the series of Oz books which today is one of the strongest selling items on the list.

In 1916, Mr. Britton left to found his own publishing house in New

York and was succeeded in the post of secretary by Samuel H. Darst, who at that time had been with the firm for more than ten years. Three years later, the Reilly & Britton Company changed its name to the Reilly & Lee Company. The premature death in 1924 of the beloved "Billy" Lee was a sad blow to his associates. His name carries on.

The Chicago booktrade turned out in force for the occasion. Among those present were Wm. F. Donohue of M. A. Donohue & Company, Mr. and Mrs. A. Kroch, Frank P. Greene of the Davis Company and Mrs. Greene, Wilbur P. Blessing of W. P. Blessing & Company, Ralph B. Henry of Carson, Pirie Scott & Co. and Mrs. Henry, Joseph E. Bray of A. C. McClurg & Company and Mrs. Bray, Carl B. Roden, librarian of the Chicago Public Library and Mrs. Roden, George B. Utley of the Newberry Library and Mrs. Utley, L. A. Neis of the Western News Company and Mrs. Neis, Duke Hill of Montgomery, Ward & Company and Mrs. Hill, Mr. and Mrs. Llewellyn Jones (Mr. Jones is literary editor of the Chicago *Evening Post*), L. Brent Vaughan of Frederick J. Drake & Company and Mrs. Vaughan, Shirley Brewer of the Western Book & Stationery Co. and Mrs. Brewer.



Samuel H. Darst

A handsome silver cigarette case, suitably engraved, was presented to Frank Reilly as a memento of the occasion by the book-sellers of Chicago, and his associates and employees presented a handsome gold watch to commemorate a successful quarter century of publishing.

Thruout the audience one could see authors whose books Reilly & Lee have made famous. They were Edgar A. Guest with Mrs. Guest, Ruth Plumley Thompson, succeeding Mr. Baum as author of the Oz books, Mr. and Mrs. Frank King (he cleverly draws the Skeeze man), Mr. and Mrs. Wilbur D. Nesbit, Mr. and Mrs. Gaar Williams, George Matthew Adams of New York, head of the firm that syndicates Mr. Guest's poems; Captain Norman Allen Imrie of the Culver Military Academy, J. P. McEvoy, author of "The Potters," "Americana," etc. and Mrs. McEvoy; Mr. and Mrs. Chas. A. Segner (he is editor of the *Chicago Post*), Mr. and Mrs. William Donahey, Mr. Donahey is the author and illustrator of the "Teenie Weenies" series, and Mr. and Mrs. Clark Venable. Mr. Venable is author of "Aw Hell," scheduled as the next Reilly & Lee best seller.

There were, too, Frank & Leigh Reilly's personal friends of many years' standing, among them Mr. Wm. S. Kline, president of the Lake Shore Trust and Savings Bank, and Mrs. Kline; Col. Wm. Grant Edens, vice-president of the Central Trust Company; Judge Marcus Kavanagh, Mr. and Mrs. Edwin Balmer, A. J. Brock of Brock & Rankin, and Mr. and Mrs. Frank R. Hussey.

The Reilly & Lee Company today holds a strong position in the ranks of publishers. A number of their books have many times broken into the 100,000 class. Some of these are the Guest books, of course, the Oz books, the Miss Minerva series, Dr. Peters' "Diet and Health." Today their publishing and promotion activities require several large offices. These are located at 536 Lake Shore Drive and face one of the most beautiful boulevards in Chicago.

The steady expansion of their business necessitated recently their opening a New York office, which is located at 51 East 42nd Street, with Howard Willard Cook in charge.



Leigh Reilly

### Canadian Bookselling Lectures

AT the University of Toronto a course on books, their making, publishing and selling, has been arranged by the Association of Canadian Bookmen which has proved highly satisfactory and well attended.

### Gantry Out of Library

THE Public Library of Kansas City has not purchased "Elmer Gantry" for circulation. Sinclair Lewis spent several months in Kansas City when finishing his novel and, while there, organized, with the local preachers as members, the famous Sinclair Lewis Bible Class. Elmer Gantry seems to Kansas City readers to have many episodes that have their backgrounds in the city's church experiences.

### Big Film Tie-Up

A NEW example of the value of tying up book promotion with the moving picture is illustrated by the program of the Film Booking Office of America, which has branches in every part of the country. It has prepared window display material connected with "The Magic Garden" by Gene Stratton-Porter, which is now being released, and this big display is to be shown in 15,000 cities and towns. In the display the film is very definitely tied up with the book.



## Major Putnam's Birthday Honored

THE Town Hall Club of New York took advantage of a talk by Major George Haven Putnam, which happened to come on his eighty-third birthday, April 2nd, to give him a surprise party and honorary membership. R. R. Bowker, was called on for a brief presentation address.

"Dearly Beloved Major," he said in part, "'Twas sixty years since, and yet more that you enlisted in the Union army, were a member of the aristocratic Toothbrush Brigade in Libby prison, voted for Lincoln before you were of age, and attained both your civil and military majority.

Brought up in a home where Washington Irving and the literary friends of his day gathered at your mother's fireside, that mother whose gracious and benign presence is one of the happy memories of my own early youth—you came into the literary life and supplemented and succeeded as a publisher your honored father, whose memoirs are from your pen as author.

"Naturally, as author-publisher, you have had the happiest relations with your fellow authors and author clients, who are indebted to you for your life-long battle, an inheritance from your father, for justice to authors. The universities of the mother country as well as of the home country have alike honored you, and your true internationalism has given you almost as many friends in England as in America, as you have shuttled to and fro for more than sixty years across the Atlantic.

"It was you who launched Theodore Roosevelt into politics, and it was you whom he called to his hospital bedside to give what proved to be his last message to the American people.

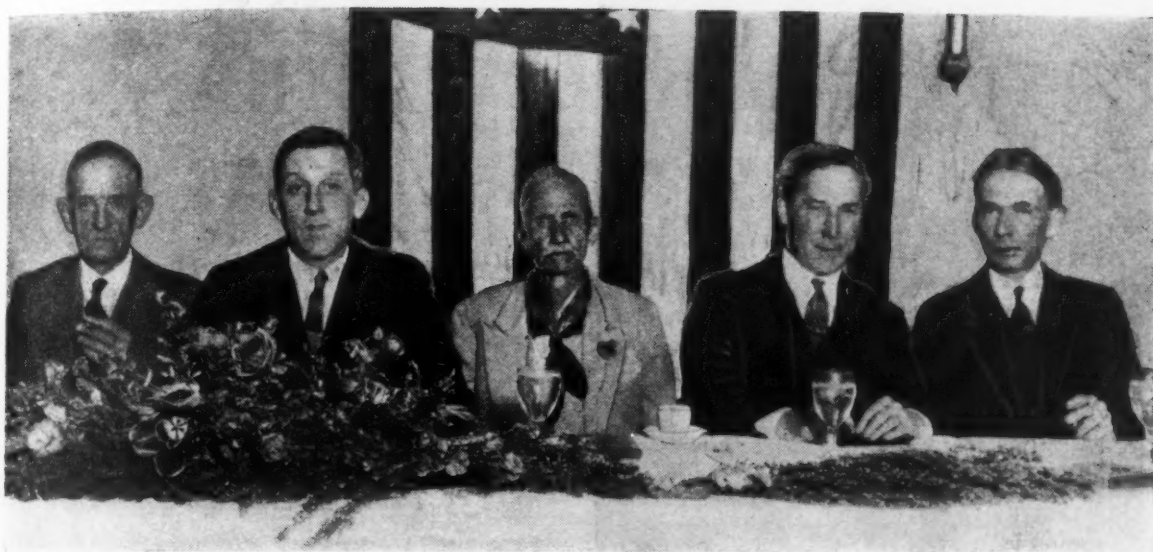
"I am instructed to render this sealed verdict in judgment upon you, containing a certificate of honorary membership in the Town Hall Club, which I am informed is 'good forever,' and may that 'forever' be for many years, as your memory is enshrined forever in the hearts of your

friends so long as those hearts beat on this side of the Great Divide."

Major Putnam, expressing his surprise, thanked the Club for the honor and in his address he told of the occasion, when, at the invitation of the Magna Charta Association and the Dean of Canterbury, he preached in Canterbury Cathedral on June 15th, 1925, eulogizing Stephen Langton, Archbishop of Canterbury, who in 1213 drafted the Magna Charta, for the Barons could not write, and copied five centuries ahead of time the sentiments and the phrases of our Declaration of Independence." In 1918, he had the presiding experience of speaking at a Fourth of July celebration arranged, not by Americans, but by Englishmen in honor of a war in which the greatest of their potential dominions was separated from the mother country but in which the principles of liberty were defended for Englishmen as well as Americans of the centuries to come.

These reminiscences led him to an earnest plea for closer relations for evermore between the two countries, particularly thru the World Court and League of Nations, and he ended up with the reminiscence of the day when Roosevelt asked him to come to the hospital and told him that he wished to correct something which he had said in previous years but which was wrong. He had said that America and England should always submit to arbitration any questions other than those non-justicial, but he now wanted to say that there should be no question whatever between England and America which could not be settled by methods of peace. This message reached the *London Times* so that it was published on the very day when the announcement of his death was cabled.

After the address, which was heard by a hundred or more members of the club with cordial enthusiasm, there appeared a huge birthday cake with candles for each of the twelve months of the Major's eighty-fourth year.



Guests at the dinner to Charles A. Siringo included the above, from left to right, James W. Shultz, Harrison Leussler, Siringo, William Hart and Henry H. Knibbs

## Dinner to Siringo

*Booksellers and Authors of Southern California  
Meet to Honor Charles A. Siringo*

**S**TIRRING days of the old Southwest, when the six-shooter was the law, are fresh in the minds of the booksellers, librarians, and book reviewers who attended a dinner given at the Alexandria Hotel, Los Angeles, March 25, to Charles A. Siringo, author of "Riata & Spurs." Dr. Henry F. Hoyt told of his friendship with Billy the Kid, and showed a bill of sale for a horse presented to him by the Kid, the signature being William F. Bonney, the only known signature of the noted outlaw in existence. James Willard Schultz retold his early life among the Blackfeet tribe, and explained his object in recording true accounts of the Indian life. Henry Herbert Knibbs read three of his delightful Western poems, and W. C. Tuttle, creator of Haskknife Hartley and Sleepy Stevens, gave some of his experiences on the range. An interesting greeting was given by William S. Hart of movie fame, in the Sioux language, which was interpreted by Chief Standing Bear, a full-blooded Sioux.

Siringo, the guest of honor, whose exploits have made him one of the outstanding westerners, told of his personal acquaintanceship with Billy the Kid, and showed the favorite pistol used by the Kid, which now is the property of Mr. Hart. One fact stood out, the Kid is no hero to those who knew him. In fact the greater hero was Pat Garrett the Sheriff. Siringo, who is 71 years of age, told of his exploits in hunting the buffalo, and showed various relics, including a skull and horns. He also showed the famous Billy Matthews rifle that severely wounded the famous outlaw.

The citizens of Santa Fe, New Mexico, wired congratulations to Mr. Siringo and Eugene Manlove Rhodes telegraphed regrets that he was unable to attend.

The dinner was sponsored by Houghton, Mifflin Company, and was presided over by Harrison Leussler, their Pacific Coast representative.

Siringo's book, "Riata and Spurs," will be published April 22nd.



*Harry Meese, President of the College Bookstore Association*

**M**R. MEESE, president of the College Bookstore Association, has issued the following statement to the trade:

"Once a year the American Booksellers' Association bids the booksellers of this country to pause in their bustling life and survey the whole scene of their activities. Our own round table discussion takes us up into one of our air castles and spreads the whole scene before us: representatives from more than one hundred colleges and universities, from thirty-five states, where their stores furnish books to hundreds of thousands of future regular bookbuyers. Add, if you will, all supplies from a man's freshman 'dink' to his cap and gown, even to his professional degree, and you will get some notion of the stuff the college bookstore is made of and of the problems that face it. Tilting against these problems come the managers and out of the impact at the conference emerges a plan, which, while not iron bound, suffices as a guide for future action and development. It will, however, have to be adopted to the changing needs of a growing student body. What the manager must decide is whether the future expansion of his store is going to

## An A. B. A. Page

*News and Notes of the American Booksellers' Association*

Ellis W. Meyers  
*Executive Secretary*

*255 Tenth Ave., New York City*

be haphazard or in some measure controlled by intelligent direction. Success in solving our past problems has pointed the way. Yet some persons are shy of a convention because they think it involves added expenditure. It is not a choice of saving money and spending it, but between saving it and spending it wisely in accordance with a well thought out plan, all with an eye to the fundamental goal of better college bookstore conditions.

"That our organization is proceeding along sound and practical lines is authentic; otherwise it would not enlist that almost national sentiment which is so essential to its success."

Various bookstore delegates at the convention may wish to attend more than one round table, and, because of limitation of time two of the Tables may be in session at the same time, it would be well for booksellers to instruct a representative to attend those conferences to which he cannot go himself.

The attention of the trade is, once again, called to the advisability of making reservations at the Hotel Commodore *now* for the period of May 9-12, during which time the American Booksellers' Association will be in convention at that hotel.

Don't forget to ask for a convention fare certificate when purchasing your railroad ticket to New York, even tho you live only a short distance away. It will entitle you to a discount of 50 per cent. on your return fare and will help us to get the requisite number so that that reduction will be allowed. You will, therefore, be aiding the man who lives at some distance.



# The Corner Office Afield

Frederic G. Melcher

EVERYONE said that the best way to arrive at San Diego would be by daylight over the road, but, as that could not be, I traveled by night and made an early escape from the sleeper, dropped my baggage and started for the harbor. The street at that early hour had the familiar savor of a port, with the extra activity of a naval center at a speeding up time. I seemed to feel the Chinese trouble in the air. The misty color of the great harbor added size to the swinging ships, and the harbor jitneys, taking sailors back to home ships, were pleased to take on an extra passenger who had nothing more important to do than to watch a maritime pageant at sunrise.

The bookshops of San Diego are all on Sixth Street, Hutton and the Artemisia just across from each other. How often it proves that neighborliness is best for the book business. Stores always have a slightly different flavor and will attract their own kind but the customer who fails to find a needed book with A, has a chance to make the inquiry for the volume of B before the impulse cools, and a couple of blocks will cool many a buying impulse.

Lute Hutton's shop is bright and attractive, and, as the town gets its stride as a book-using center, can supply adequate and well-directed book service.

G. F. Gronberg of the Artemisia Bookshop is developing a more specialized trade in modern or radical lines. There is a likeable back room with a range of good old books that looked like a saints' and sinners' corner. I found that Mr. Gronberg and I had a common interest in Stone & Kimball imprints, but I couldn't get him to part with any that he had. If anyone wants to know how good books can be completely absorbed, let him try to get together a good collection of the imprints of Stone & Kimball, that brilliant comet among publishing houses that illuminated the heavens in the nineties.

Carpenter's store is two or three blocks away on the same street, a large general

shop of modern equipment, with books on the second floor.

It was certain that I should not leave California without having a close view of her system of county libraries, and Eleanor Hitt at San Diego was good enough to give up her Saturday afternoon to my enlightenment. I do not know whether it is a typical county, but it is certainly an interesting one, and the methods of giving it book service were so systematic yet withal so personal that I felt an increasing respect for the type of library work. A map in the office made it all very vivid. Here is an area nearly as large as the state of Connecticut (the largest county is four times this size) that voted fifteen years ago for a thoro book service by the county system. This means raising \$37,000 by a 1.2 mill tax on all the county except San Diego, which has its own city library, and five other communities similarly provided for. It means 145 branches and 150 employees. The system owns 85,000 books beside prints, maps and musical records. It is purchasing at the rate of 10,000 a year. The circulation is 181,525 books and 23,252 periodicals.

Statistics may sometimes seem deadening but sometimes they seem to me impressive and enlightening, especially when they are studied in connection with the work itself and one sees that the needs of each of these branches is individually studied. 35,000 special requests are taken care of and each shipment contains books fitted to the known tastes of that community. And the contacts are not wholly impersonal, for Miss Hitt has traveled the whole area, and the library car has made over 500 visits. At San Ysidro I was shown a county-owned \$12,000 building donated by a business man whose financial interests are just over the line at Tia Juana. I was interested to see both the library and the source of the income.

To leave Southern California there is an alluring variety of routes, but the Santa Fe had two advantages. It gave the con-

tact with the Southwest of history and romance, with the city Santa Fe, the cliff dwellings and pueblos and incidentally, it was the route of the Fred Harvey organization, famous not only for food service but book service. Nothing in this country so nearly approaches the elaborateness of the great English firm of W. H. Smith & Son as the chain of railroad bookstalls of Fred Harvey covering the whole route from Chicago to San Diego and operating from Kansas City, where Frank Clough and H. A. Belt perfect the details and plan the niceties of the service.

The Harvey bookstalls get book sales, because they give full book service. The new books do not slowly appear on their displays, but appear there promptly. I saw Deeping's "Doomsday" prominent on the Gallup, New Mexico, stand on the day of publication. At Grand Canyon there was plenty of new fiction and a wide variety of books on the Canyon. At Albuquerque there was a first rate book display; at Santa Fe, a special section of books on the Southwest that had been especially selected by Alice Corbin Henderson, long resident in the Southwest.

This bookshop at the Santa Fe Hotel deserves special comment because of the way in which books are being tied up with the whole Santa Fe program for developing a national interest in the Southwest. W. H. Simpson, himself a great reader and lover of books, has had, as assistant general passenger agent, general charge of this work. The free pamphlets of the railroads are a literature in themselves. But the railroad and the Fred Harvey organization are not satisfied with folders alone, and when this year, the three-day Indian Detour was worked out for the country between Las Vegas and Albuquerque, Major Clarkson, director on the ground, immediately planned to give increased emphasis to the large literature which is available on every aspect of Southwestern history. The bookstands at the Santa Fe Hotel are to be replaced by a book room in charge of Mrs. Huff, author of "Tay Tay's Tales" and by such display, both there and at other Harvey stands, the tourists will be put in touch with books that will make their trips more enjoyable and their interest in the Southwest permanent.

And the Southwest does catch the imag-

ination, as I know from but a short two days' stay at Santa Fe made more fruitful thru the cordial hospitality of William P. Henderson, the artist, and Alice Corbin Henderson, known to book lovers as poet and anthologist. Mrs. Henderson has agreed to make for the *Publishers' Weekly* a list of the fifty best books on the Southwest.

It was thru the Hendersons that I met Witter Bynner and Arthur Ficke, and thru them also I met Mr. Simpson of the Santa Fe, who took me in one of the Harvey buses by pueblos and ranches up to the great cliff of Puye, where the monuments of a great civilization are left in the smoke-lined caves and ruined walls.

#### *Colorado Springs, February 19.*

To dip into book cities again, I took a train north to Colorado Springs, where women booksellers reign supreme. As at Santa Barbara, one feels that anyone who can live while making a living in so beautiful a spot is indeed fortunate, but building business is not so easy in a city like this where there are two months' residents, six months' residents and two years' residents. Just as the bookseller gets some good customers, they are likely to be thru with the curative value of the place and move away.

Grimwood's is on the main street, Tejon Street (Te-hon' they told me), Mrs. Grimwood courageously carrying on the burden of her husband's business after his death five years ago. It is not easy for a home builder to become a business builder on a moment's notice with all the problems of a general book and stationery store.

Of late Mrs. Grimwood's has had double competition, two shops of similar type which set up business simultaneously two years ago.

Edith Farnsworth's Book Shop (the founder is now Mrs. Hazlehurst and leaves much of the store detail to Ruth Harden) is a lovely room at the big Hotel Broadmoor, two miles from town. It has an excellent stock, surprising for a hotel location, and obtains much of the best city trade because of Mrs. Hazlehurst's wide circle of personal friends. Under ordinary circumstances this would be a larger stock than a transient hotel could support.

"Their Bookshop," Ruth Silliman and Carol Truax, proprietors, is on Pike's Peak



Avenue, the main cross street in the center of the town, and a few steps from the famous Hotel Antlers, seemingly an ideal place for their friendly personal shop. Miss Silliman was long with Ginn in executive work, and Miss Truax is also a New Yorker with a large circle of literary friends. The combination is most happy, and the store shows it. They have added art goods to books to make sufficient gross sales for their needs. The whole enterprise has an air of competence and taste that ought to point to successful growth as their market increases.

*Denver, February 20-22.*

Denver is a city that everyone speaks well of, and apparently with good reason. It attracts to it a picked type of resident, provides fine residential streets, a noble country for recreation, fine music, art and libraries. I had been long familiar with the name of the leading bookstore, Kendrick & Bellamy, and got quite a satisfaction in finding it on the best corner of the best street; book windows are not often so conspicuous. I wondered at first why the sign in the window related that "These are Houghton Mifflin publications," but discovered that it was because Roger Scaife of that firm was in town. A very delicate attention. Publishers should travel more. Kendrick & Bellamy is a busy place—books, stationery, art, framing, etc. Books, Frank Appell in charge, have the high right wall and counters in front, and downstairs a big children's department. Mr. Kendrick, I found, was a real pioneer, coming west from Ohio as a cow-puncher in 1872 and growing with the city. Mr. Bellamy is the second generation and is enthusiastically interested in modern business methods tho a pessimist on books. However, he did not object to an exchange of store ideas with an incorrigible optimist.

Of department stores there are three: A. T. Lewis & Son is just across from Kendrick & Bellamy. They give books a neatly planned space on the main floor. There was good lighting, a discriminating stock and active news displays. Mrs. Parrish is a good storekeeper. The Denver Dry Goods Company has just shifted its department to a centrally located balcony. With the double entrance and big rental

library as a puller, Miss Reimer ought to get along well in the new quarters.

First floor space is usually worth what it costs, but I was much delighted to see what Mrs. Miller had accomplished with the left-over piece of floor space that had been allotted her on the third floor of Daniels & Fisher. She started with children's books only, and that is still the major part of the business, but the department is a live one and has proved by its big Children's Book Week celebration to be of value to the whole store.

The Public Library is taking new strides as public appropriations are increasing. It is a fine system with an able leader in Malcolm Wyer. I had opportunity to talk to the Library training class, which is always a privilege, and to meet Helen Ingersoll of the children's room, a valued leader in her field.

### Plan Chair of American History in London College

A PLAN is now on foot to establish a Chair of American History in London. The Committee of University College, London, feel that the time has come for the establishment on a permanent footing of a History Chair by which is meant the History of America since 1783. It is their desire that the Chair should be at University College, London. It is estimated that a capital sum of \$150,000 will be required for the foundation of the Chair. Of this sum approximately \$110,000 will be necessary in order to provide an annual stipend of £1,000 for the Professor and £100 for his superannuation provision. The remaining \$40,000 would be required for the provision and the future maintenance of a library of American History which is a necessary adjunct of the Chair.

The Committee, instituted to give co-operation in the establishment of the Chair, now comprises over 70 members and it is intended to extend the number to 100. The officers are:

Honorary Chairman—John W. Davis.  
Executive Chairman—Major George Haven Putnam.  
Treasurer—Otto H. Kahn.  
Secretary—Wm. H. Baldwin.



## Obituary Notes

## ARTHUR J. HAMMEN

His many friends in the trade will be saddened to learn that ARTHUR J. HAMMEN passed away on Sunday, April 3, at Phipps Sanitorium in Denver, Colo. His widow, Mrs. Isabel (Watt) Hammen, his devoted companion during his entire illness, was with him when the end came.

Mr. Hammen, or Jack, as he was called by his many friends, joined the staff of the Oxford University Press American Branch in 1910 at sixteen years of age, after a very brief experience in the banking business. When with the house but a few months, in the accounting department, he was sent on the road during an emergency. He did so well that his appointment to the sales force was made permanent.

He leaves an enviable record. Those whom he knew in the many concerns in the South, Middle and Far West, esteemed him because of his square dealing and evident desire always to serve their best interests. The house which he served so faithfully valued him for his loyalty and unselfish devotion. His home life was ideal. His wife was his constant companion, not only when at home but on his long trips as well.

It is a cause of deep regret that his promising career should stop at the early age of thirty-three. It is, however, all the more noteworthy that he should have made so fine a record in so short a time.

## SIR HENRY CRAIK

SIR HENRY CRAIK, K.C.B., author and the oldest member of the British House of Commons, died in London on March 17th. He was eighty-one years old. He was elected for Glasgow and Aberdeen Universities in 1906 and had represented the Scottish Universities in Parliament since 1918. He was a conservative. His books include, "Life of Swift," "The State and Education," "Selections from Swift," "English Prose Selections," and "A Century of Scottish History."

## Personal Note

Word has been received that VIRGINIA SMITH COWPER resigned her position as manager of the retail department of the Chinese American Publishing Co., April 1, and is returning to America.

## Personal Notes

GEORGE A. PAGE has retired as treasurer of L. C. Page & Co, Boston publishers, and head of manufacturing department. Mr. Page, younger brother of L. C. Page, joined the old publishing firm of Estes & Lauriat in 1893 and, on organizing of L. C. Page & Co. in 1895, became treasurer of that firm.

Mrs. Mary Mowbray Clarke, who was president of the Sunwise Turn Bookshop in New York City during all its eleven years until it was recently sold to Doubleday Page Book Shops, Inc., has returned to literary work. She is doing historical research which requires the use of early Dutch material and will be glad to receive reports and catalogs in that field. The Sunwise Turn will develop its press at "The Brocken," New City, N. Y.

## Business Notes

ALBANY, N. Y.—J. Merritt Brundige's Lavender Book Shop at 25 Washington Avenue has opened a branch at 244 Lark Street.

ATHOL, MASS.—Edith F. Hapgood, 58 Riverbend Street, is selling old and new books by mail, telephone or personal interview.

BALTIMORE, MARYLAND.—The Norman, Remington Company has opened a new branch at 1217 North Charles Street.

BIRMINGHAM, ALABAMA.—A. Gottlieb having heretofore transferred all his interest in Studio Book Shop, 408 N. Twentieth Street to M. B. V. Gottlieb, notice is hereby given that from this date A. Gottlieb is not connected with or responsible for the obligations of the Studio Book Shop. The business will be conducted by M. B. V. Gottlieb under the name of Studio Book Shop.

CARMEL, CALIF.—The First Edition Book Shop has been opened by Francis E. Collin on Ocean Avenue.

CHICAGO, ILL.—Jansky's Book Shop, formerly at 65 East Van Buren Street, is now located at 157 West Van Buren Street.

# The Weekly Record of New Publications

**T**HIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

*The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request, in which case word "apply" is used. When not specified the binding is "cloth."*

*Imprint date or best available date, preferably copyright date in bracket, is always stated, except when imprint date and copyright date agree and are of the current year, in which case only "c." is used. No ascertainable date is designated thus: [n.d.].*

*Sizes are indicated as follows: F (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D (12mo: 20 cm.); S (16mo: 17½ cm.); T (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.*

## Abrahams, Israel, ed.

Hebrew ethical wills; 2 v. [lim. ed.]. 374p. S (Schiff lib. of Jewish classics) '26 c. Phil., Jewish Pub'n Soc. of Amer. \$4; lea., \$10, bxd. Testamentary directions for religious and secular guidance, comprising extracts from the Talmud and a selection of wills from the early Middle Ages to the end of the eighteenth century. Both English and Hebrew text is given.

## Alexander, R. W.

The path of the sun. 291p. D c. N. Y., Appleton \$2  
A romance of a desert island in the South Seas where treasure is buried, and where several men and two women are shipwrecked.

## Angell, Norman, pseud. [Ralph Norman Angell Lane]

The public mind; its disorders; its exploitation. 242p. (bibl. footnotes) O [c. '27] N. Y., Dutton \$3  
An Englishman writes on the effect of publicity campaigns and propaganda upon the mind of the public.

## Anonymous

Kinks. 349p. D c. N. Y., Adelaide Ambrose, Inc., 730 Fifth Ave. \$2  
A romance of Broadway life.

## Arundale, George S.

Nirvana. 192p. front. diagr. D [c. '26] Chic., Theosophical Press bds. \$2.25

## Atkinson, Frank H.

Scene painting and bulletin art. 250p. il. diags. Q [c. '27] Chic., F. J. Drake \$4

## Baikie, Rev. James

Ancient Palestine. 94p. il. (pt. col.) maps D (Peeps at many lands) '27 [N. Y., Macmillan] \$1

## Balzac, Honoré de

Eugénie Grandet; tr. by Katharine Prescott Wormeley. 294p. il. D (Beacon lib. of fiction classics) '27 c. '86-'13 Bost., Little, Brown \$2

One of the first volumes in a new series of fiction classics by Little Brown authors, some of which have been out of print for a long time.

## Barthou, Louis

The prodigious lover; tr. by Henry Irving Brock. 220p. front. (por.) D c. N. Y., Duffield \$2.50

The former premier of France writes of Richard Wagner's life as a lover.

## Bartlett, John Henry

Spice for speeches. 124p. front. (por.) T [c. '26] Chic., M. A. Donohue \$1

## Beach, Frank Loomis

Bank system and accounting. 382p. O [c. '27] N. Y., Ronald Press \$6

## Beaconsfield, Benjamin Disraeli, 1st earl of

Contarini Fleming; a psychological romance; introd. by Philip Guedalla. 375p. O (Brodensham ed. of novels and tales of Benjamin Disraeli, v. 4) [n.d.] N. Y., Knopf buck. \$4.50

## Benton, Harry

Rural sermons. 288p. front. D '26 Eugene, Ore., Eugene Bible Univ. Press \$2

## Bercovici, Konrad

The Volga boatman; il. with scenes from the photoplay. 233p. il. D (Popular copyrights) [c. '26] N. Y., Grosset 75 c.

## Blaisdell, Albert Franklin

Boys and girls in American history. 158p. (6p. bibl.) il. D c. Bost., Little, Brown \$1.20  
Stories for children, based on history.

## Blaisdell, Etta Austin

Toy Town. 126p. il. (col.) D c. Bost., Little, Brown \$1  
A book for very little folk telling of the antics of all the nursery toys.

## Aldredge, E. P.

The new challenge of home missions. various p. '27 Nashville, Tenn. Bapt. S. S. B'd pap. 60 c.

## Allen, Ronald H.

Potash in Poland. 15p. O (Trade information bull. no. 449) [c. '27] [Wash., D. C., Gov't Pr. Off.; Sup't of Doc.] pap. 10 c.

**Boissonnade, P.**

Life and work in medieval Europe (fifth to fifteenth centuries); tr. by Eileen Power. 413p. (6p. bibl.) il. O (Hist. of civilization) '27 N. Y., Knopf \$5

**Brown, Andrew Wilson**

The unevenness of the abilities of dull and bright children. 123p. (2p. bibl.) diagrs. O (Contribs. to educ. no. 220) '26 N. Y., Teachers College, Columbia Univ. \$1.50

**Brown, William, M.D.**

Mind and personality. 366p. (5p. bibl.) O c. N. Y., Putnam \$2.50  
An essay in psychology and philosophy.

**Burton, Beatrice Payne**

The petter. 353p. D [c. '27] N. Y., Grosset 75 c.  
The story of "Merry Locke" who cheapened her love and had to wait twenty years for the real love she had scorned.

**Caldwell, Robert Granville**

A short history of the American people; [v. 2] 1860-1921. 571p. (bibl. footnotes) maps (pt. col.) O c. N. Y., Putnam \$3.75

**Callender, Clarence N.**

American courts; their organization and procedure. 284p. O '27 N. Y., McGraw-Hill \$3

**Carpenter, Millington Farwell, and others**

Handbook of correct writing. 108p. D [c. '27] N. Y., Harcourt 80 c.

**Chute, Arthur Hunt**

The mutiny of the Flying Spray. 318p. il. D [c. '26, '27] N. Y., J. H. Sears \$2  
A story of the sea in the days of '49, when some gold seekers took the trip round the Horn to California.

**Clark, Thomas Curtis, and Gillespie, Esther A., comps.**

The new patriotism; poems of world brotherhood. 141p. D [c. '27] Ind., Bobbs-Merrill \$2

With a foreword by Edwin Markham.

**Clarke, Frances E., comp.**

Poetry's plea for animals; introd. by Edwin Markham. 460p. il. (col. front.) D [c. '27] Bost., Lothrop \$3  
An anthology of poems about animals.

**Close, Upton, pseud. (Josef Washington Hall)**

The revolt of Asia. 338p. O c. N. Y., Putnam \$2.50  
The author, who is lecturer on Pacific-Asian life and politics in the University of Washington, believes that the world dominion of the white race is already ended.

**Cochrane, Clark B.**

Voices of the granite hills. 104p. O [c. '26] Bost., Cornhill Pub. Co. \$2  
Published in 1918 under the title "Songs from the Granite Hills."

**Carroll, Robert Paris**

A drill book in methods of computation in educational measurements. 143p. (bibl.) diagrs. O '26 Syracuse, N. Y., Univ. Bk. Store \$1.80

**Chamberlain, Eugene Tyler**

Liner predominance in transoceanic shipping. 53p. O (Trade information bull. no. 448) ['27] [Wash., D. C., Gov't Pr. Off.; Sup't of Doc.] pap. 70 c.

**Colby, Charles Carlyle**

Source book for the economic geography of North America [3rd ed.] 571p. (bibls.) maps O [c. '21-'26] Chic., Univ. of Chic. Press \$3

**Condon, Randall Judson, ed.**

The wonderful tune. 365p. il. (col. front.) S (Atlantic readers; bk. 3, grade 6) '26 Bost., Little, Brown 85 c.

**Conklin, Edwin Grant**

A synopsis of the general morphology of animals. 93p. diagrs. O c. Princeton, N. J., Princeton Univ. Press \$1.50

**Cooke, Grace MacGowan**

The man behind the mask. 305p. D c. N. Y., Stokes \$2

A colonel, back from the war with a mask that protects his shattered features, finds a new war to wage against crime and a cruel, scheming family.

**Copp, Lillian Grace**

Sue Stanwood. various p. D '27 Bost., L. C. Page \$2

The adventures of an orphan whom Fate transports from a Maine village to an exclusive Boston suburb.

**Coyle, Kathleen**

Shule Agra. 328p. D [c. '27] N. Y., Dutton \$2

Brought up in a sheltered family circle in Dublin, a young Irish girl falls in love with what her family calls "an outsider."

**Cruse, Amy**

The young folk's book of epic heroes. 331p. il. (pt. col.) O (Romance of knowledge ser.) '27 c. '26, '27 Bost., Little, Brown \$2

The stories deal with Odysseus, Sigurd, Cuchulain, Beowulf, Robin Hood, Roland, William Tell, Robert Bruce, and other heroes of legend and history.

**Curry, Albert Bruce, jr.**

Jesus and His cause; a book study of the Gospel by Mark. 174p. (2p. bibl.) map S (Life problem Bible studies) '26 N. Y., Ass'n Press pap. \$1

**Daudet, Alphonse**

Tartarin of Tarascon, and, Tartarin on the Alps. 350p. il. D (Beacon lib. of fiction classics) '27 c. '99, '00 Bost., Little, Brown \$2

**DeKorne, John C.**

Chinese altars to the unknown god. 152p. (6p. bibl.) il. D [c. '26] Grand Rapids, Mich., Smitter Bk. Co., 513 Eastern Ave., S.E. fab. \$1.40

An account of the religions of China and the reactions to them of Christian missions.

**Dell, Ethel May [Mrs. G. T. Savage]**

The house of happiness, and other stories. 352p. D '27 c. '26, '27 N. Y., Putnam \$2  
The other stories are "The Good Turn," "The Real Thing," and "Full Measure."

**Demerest, Ada Rose**

Stories for the junior hour [religious]. 193p. D [c. '26] Cin., Standard Pub. Co. \$1.35

**Crane, R. S., and others**

A census of British newspapers and periodicals, 1620-1800. 205p. O (Studies in philology, v. 24, no. 1) '27 [Chapel Hill, N. C.] Univ. of N. C. Press. pap. \$2

**Creaser, Charles W.**

The skate; a laboratory manual. 67p. diagrs D c. N. Y., Macmillan 90 c.



**DeVenne, Theodore Law**

Manual of printing office practice. 52p. D '26 N. Y., Press of Ars Typographica [Plan-dome Press] bds. \$2.50

The office manual of Theo. L. De Vinne & Co., reprinted from the original edition of 1883, with an introductory note by Douglas C. McMurtrie.

**Dollarhide, A. C.**

Facts and fallacies of life insurance. 418p. C '26 Cleveland, O., Amer. Actuarial Bur. fab. \$10

**Dostoevsky, Fyodor Mikhailovitch**

Crime and punishment; tr. by Constance Garnett. 565p. D (Modern readers' ser.) c. N. Y., Macmillan 80 c.

**Drown, Edward Staples**

Religion or God? 26p. O (Dudleian lecture for 1926) '27 Cambridge, Mass., Harvard bds. \$1

**Farrelly, Mrs. T. Charles, and Coleman, Milton Leonard**

Contract bridge. 227p. diagrs. (col.) D c. N. Y., Liveright \$2.50

**Figner, Vera**

Memoirs of a revolutionist. 318p. il. O [c. '27] N. Y., Internat'l Publishers \$3

The autobiography of a woman leader of Russian revolutionists who was confined in prison for twenty years after the assassination of Tsar Alexander II in 1881.

**Fletcher, Joseph Smith**

The Martover Grange affair. 319p. D c. N. Y., Knopf \$2

The mystery of the death of an English genealogist who was at the point of announcing an important discovery.

**Foster, W. Bert**

From six to six. 308p. D [c. '27] N. Y., Clode \$2

The mysterious events that occur in a single night in the home of an old New England sea captain.

**Fry, Roger**

Transformations [art]. 230p. il. Q '27 N. Y., Brentano's buck. \$16

**Gates, P. G., and Page, R. G.**

The work of corporate trust departments. 466p. O '26 N. Y., Prentice-Hall \$5

**Groves, Ernest Rutherford**

Social problems of the family. 323p. (bibls.)

D (Lippincott's family life ser.) [c. '27] Phil., Lippincott \$2.50

**Hamilton, Clarence Grant**

Epochs in musical progress. 278p. il. D [c. '26] Bost., Oliver Ditson Co. \$1.50

The fourth year text of a study course in music understanding adopted by the National Federation of Music Clubs.

**Hamilton, Patrick**

Craven House. 331p. D c. Bost., Houghton \$2.50

A story of the dwellers in a London boarding-house.

**Harriss, Robert Preston, ed.**

The Archive anthology [college verse]. 84p. O '26 Durham, N. C., Duke Univ. Press. bds. \$1.50

**Hatfield, Henry Rand**

Accounting; its principles and problems. 566p. (bibl. footnotes) O c. N. Y., Appleton \$3.50

Replacing the author's earlier book "Modern Accounting," on which this volume is based.

**Hauck, Louise Platt [Mrs. Leslie Franklin Hauck]**

The youngest rider. 245p. il. D [c. '27] Bost., Lothrop \$1.50

A story for boys, laid in the days when mail was delivered by Pony Express.

**Hecht, Ben**

A thousand and one afternoons in Chicago. 288p. il. O [c. '22, '27] Chic., Pascal Covici bds. \$2.50

Published in 1922 by Covici-McGee.

**Hoh, Paul J.**

Little children come unto me. 63p. S [c. '27] Phil., United Lutheran Pub'n House 50 c.

A book of prayers for children, most of them in verse.

**Holland, Clive**

Things seen in Shakespeare's country. 155p. il. T (Things seen ser.) ['27] N. Y., Dutton \$1.50

A guide book to Stratford-on-Avon and the neighboring countryside.

**Howe, Emery Lewis**

Our wonderful world. 313p. il. diagrs. D (Abingdon religious educ. texts) [c. '27] N. Y., Abingdon \$1.40

Nature study lessons and projects for boys and girls.

**Dunham, Aileen**

Political unrest in upper Canada, 1815-1836. 210p. (15p. bibl.) O (Imperial studies, no. 1) '27 N. Y., Longmans \$3.50

**Finn, Elizabeth M., comp.**

Songs, shouts, stunts. 178p. O [c. '27] Phil., Judson Press pap. apply

**Galbraith, V. H., ed.**

The Anonimall chronicle, 1333 to 1381. 265p. (bibl. footnotes) O (Pub'ns of Univ. of Manchester; historical ser., no. 45) '27 N. Y., Longmans \$7

**Gayton, A. H.**

The Uhle collections from Nieveria. various p. (bibl. footnotes) il., map Q (Univ. of Cal. pub'ns in Amer. archaeology and ethnology, v. 21, no. 8) '27 Berkeley, Cal., Univ. of Cal. Press pap. 35 c.

**Gayton, A. H. and Kroeber, A. L.**

The Uhle pottery collections from Nazca. 46p. il., map Q (Univ. of Cal. pub'ns. in Amer. archaeology and ethnology, v. 24, no. 1) '27 Berkeley, Cal., Univ. of Cal. Press pap. 60 c.

**Grimes, William Alexander**

Financing automobile sales by the time payment plan. 112p. il. D [c. '26] Chic., A. W. Shaw \$2.50

**Harvard University—Graduate School of Business Administration**

Harvard business reports; vs. 2 and 3 576p.; 586p. O [c. '26, '27] Chic., A. W. Shaw buck. \$7.50 ea.

**Henry, Arthur and Van Auken, Dorothy Henry**

Boastful Benny; a play in one act for fourth and fifth grades. 12p. D (French's internat'l copyrighted ed. no. 599) c. '27 N. Y., S. French pap. 30 c.

The eagle's feather; a play in four scenes. 12p. D N. Y., S. French pap. 30 c.

The happy birthday; a play in one act. 15p. D (French's internat'l copyrighted ed., no. 597) c. '27 S. French pap. 30 c.

**Hovey, Otis Ellis**

Movable bridges; v. 2, Machinery. 344p. il. O '27 N. Y., Wiley \$6

**Hummel, George F.**

Evelyn Grainger. 368p. D c. N. Y., Live-right \$2.50

The story of a woman, born in Stamford, Conn., at the close of the Civil War, and her slow self-realization thru sixty years of life.

**Humphreys, Arthur Lee**

Old decorative maps and charts [lim. ed.]. 102p. (2p. bibl.) il. (pt. col.) maps F '26 N. Y., Minton, Balch \$25; \$50

**Hutton, Jean Gertrude**

Our wonderful world; teacher's manual. 103p. D (Abingdon religious educ. texts) [c. '27] N. Y., Abingdon \$1

**Jensen, Carl Christian**

An American saga. 219p. front. (por.) O (Atlantic Mo. Press pub'n) '27 c. '26, '27 Bost., Little, Brown \$2.50

An autobiography. The author ran away to sea from a Danish port at the age of sixteen, came to America, became a longshoreman, and finally a teacher and psychologist.

**Kollontay, Alexandra**

Red love. 286p. D [c. '27] N. Y., Seven Arts Pub. Co. \$2.50

A novel that is a study of the "new woman" in Soviet Russia. Its author has written a number of books on economic and social problems and is an important diplomat of the Soviet Government.

**Kritzer, J. Haskell, M.D.**

Health and freedom through self knowledge. 337p. front. (por.) D c. Los Angeles, Kritzer Educational Foundation, 811 W. 7th St. \$3.50

Advice on curing and preventing mental, emotional and psychic disorders.

**Leblond, Marius-Ary**

Ulysse and the sorcerers, or, The golden legend of a Black; tr. by Bernard Miall. 326p. D c. N. Y., Stokes \$2.50

The story of Ulysse, a Kafir, told against the background of the old French colony on the Isle of Bourbon.

**Lever, Charles James**

Harry Lorrequer. 567p. il. D (Beacon lib. of fiction classics) '27 Bost., Little, Brown \$2

**Lover, Samuel**

Handy Andy; a tale of Irish life 608p. il. D (Beacon lib. of fiction classics) '27 Bost., Little, Brown \$2

**Lynn, Margaret**

The land of promise. 280p. il. D (Atlantic Mo. Press pub'n) '27 c. '26, '27 Bost., Little, Brown \$2

A girl's adventures with her family on the pioneer trail from Ohio to Kansas.

**McAuliffe, Eugene**

Railway fuel. 487p. (bibl. footnotes) il. map diagrs. O [c. '27] N. Y., Simmons-Boardman \$5

The coal problem in its relations to the transportation and use of coal and coal substitutes by steam railroads.

**Mace, C. A.**

Sibylla, or, The revival of prophecy. 100p. T (To-day and to-morrow ser.) ['27] N. Y., Dutton \$1

An investigation of scientific thought and a speculation as to its prophetic function in the future.

**McSpadden, Joseph Walker**

Texas. 124p. il. (col. front.) D (Romantic stories of the states) [c. '27] N. Y., J. H. Sears 90 c.

**Markey, Morris**

That's New York! il. by Johan Bull. 204p. O c. [N. Y.], Macy-Masius bds. \$2

Sketches of New York life that have appeared in the *New Yorker*.

**Mason, Gregory**

Silver cities of Yucatan. 357p. il. O c. N. Y., Putnam \$3.50

The story of the findings of the Mason-Spinder Expedition, backed by the Peabody Museum of Harvard, among the abandoned cities of Central America.

**Masters, Edgar Lee**

Kit O'Brien. 288p. il. D c. [N. Y.], Live-right \$2.50

A boy's narrative of his life and adventures in a little town of central Illinois, told in his own language.

**Mather, Frank Jewett, jr.**

Modern painting. 401 p. il. O [c. '27] N. Y., Holt \$6.50

A study of tendencies.

**Maurice, Maj.-Gen. Sir Frederick, ed.**

An aide-de-camp of Lee. 316p. il. maps O c. Bost., Little, Brown \$4

"Being the papers of Colonel Charles Marshall, sometime aide-de-camp, military secretary and assistant adjutant general on the staff of Robert E. Lee, 1862-1865."

**Illinois University—Bureau of Business Research**

The natural business year. 25p. O (Bur. of Business Research bull. 11) '26 Urbana, Ill. Univ. of Ill. pap. apply

**Jackson, George Leroy**

The development of state control of public instruction in Michigan. 381p. O '26 Lansing, Mich., Mich. Historical Commission \$1

**Jillson, Willard Rouse**

Old Kentucky entries and deeds [lim. ed.] 571p. Louisville, Ky., Standard Pr. Co. \$8

**Joseph, Leon Edward**

Tuning in, or, The radio family; a one act comedy. 15p. D (French's internat'l copyrighted ed., no. 596) c. '27 N. Y., S. French pap. 30 c.

He may be president; a one-act play. 21p. D (French's internat'l copyrighted ed., no. 594) c. '27 N. Y., S. French pap. 30 c.

**Katz, Sidney Hershberg, and others**

Dust respirators: their construction and filtering

efficiency. 56p. il., diagrs. O (U. S. Bur. of Mines, technical pap., 394) '26 Wash., D. C., Gov't Pr. Off.; Sup't of Doc. pap. 15 c.

**Kekich, Emil A., and Schnitzer, Julius**

Leather industry and trade of Sweden. 18p. O (Trade information bull. no. 450 '27 Wash., D. C., Gov't Pr. Off.; Sup't of Doc. pap. 10 c.

**McQueen, Charles A.**

Colombian public finance. 98p. O (Trade promotion ser., no. 43) '26 Wash., D. C., Gov't Pr. Off.; Sup't of Doc. pap. 20 c.

**Metzerott, Gertrude Kirk**

The coat of many colors [verse]. 36p. D '26 [Rochester, Minn., Author, c/o M. L. Metzerott] apply

**Munsell, J. Guy**

Natural laws of life. 126p. S [c. '26] Lincoln, Neb., Munsell's College of Natural Law, Peterson fab. \$1.25

**Millet, John I.**

Bank audits and examinations. 498p. O [c. '27] N. Y., Ronald Press \$6

**Minnigerode, Meade**

Cockades. 380p. D c. N. Y., Putnam \$2  
A romance woven about the character of the lost son of Marie Antoinette, who might have been Louis XVII of France.

**Moore, George Foot**

Judaism in the first centuries of the Christian era, the age of the Tannaim; 2 v. 564p.; 494p. (bibl. footnotes) O c. Cambridge, Mass., Harvard \$10 bxd.  
The author is professor of the history of religion in Harvard University.

**Myres, John L.**

The political ideas of the Greeks; with special reference to early notions about law, authority and natural order in relation to human ordinance. 436p. D [c. '27] N. Y., Abingdon \$2.50  
Lectures delivered on the Bennett Foundation at Wesleyan University 1925-26.

**Nathan, George Jean**

The new American credo; rev. and enl. ed. 235p. D '27 c. '20-'27 N. Y., Knopf \$2.50

**Niccolls, T. A.**

The perilous quest. 352p. D c. N. Y., Appleton \$2  
A search for a hidden treasure of pearls, that takes the reader from nineteenth century Devon to the uncharted islands of the South Seas.

**Norris, Kathleen Thompson [Mrs. Charles Gilman Norris]**

The sea gull. 340p. front. (col.) D '27 c. '25, '27 Garden City, N. Y., Doubleday \$2  
Facing life without home or friends, Juanita makes a living for herself and finds her real name and heritage; a novel published in *Cosmopolitan* under the title, "The Heart of Juanita."

**Oppenheim, Edward Phillips**

The interloper. 307p. D '27 c. '25, '26 Bost., Little, Brown \$2  
When the discovery of a previously unknown marriage brings the true heir to the house of Chatfield to England, the family is plunged into consternation.

**Paish, Sir George**

The road to prosperity. 223p. D c. N. Y., Putnam \$2  
The governor of the London School of Economics writes about international economic conditions.

**Pallen, Condé Benoist**

As man to man; the adventures of a commuter. 302p. D c. N. Y., Macmillan \$2.50  
In a series of short dialogues the author presents the Catholic faith in a favorable light, doing away

with a wide array of prejudices that often bar the way to an understanding of it.

**Parsons, James B., D.D.**

His Deity, hence His day, or, How the Christian Sabbath was changed. 95p. D c. Dayton, O., Otterbein Press \$1

**Pearl, Raymond**

To begin with: being prophylaxis against pedantry. 96p. D c. N. Y., Knopf bds. \$1.50  
A guide to some of the bypaths of literature, with an introductory essay; based on a magazine article about reading, originally written by the author for graduate students of biology.

**Pendexter, Hugh**

The red road. 314p. D [c. '23, '27] Ind., Bobbs-Merrill \$2  
A romance of the French and Indian War.

**Perry, Bliss**

Pools and ripples. 117p. front. (por.) O (Atlantic Mo. Press pub'n) '27 c. '04-'27 Bost., Little, Brown bds. \$2  
Three essays on fishing published in one volume for the first time.

**Phelan, Michael J., comp.**

Handbook of all denominations; 4th ed. 323p. D c. Nashville, Tenn., Cokesbury Press \$1.25

**Phillpotts, Adelaide Eden**

Tomek the sculptor. 370p. D c. Bost., Little, Brown \$2.50  
A novel that pictures the making of a great sculptor; Josef Tomek goes from a Czech farm to study in Vienna, and then to London, where he finds love.

**Power, Eileen, and Power, Rhoda**

Boys and girls of history. 353p. (4p. bibl.) il. D c. N. Y., Macmillan \$2.50  
Studies which illustrate life in England at various periods and in various social classes.

**Ray, J. E.**

Things seen in Canada. 153p. il. T (Things seen ser.) ['27] N. Y., Dutton \$1.50  
A guide book.

**Reed, Homer B.**

Psychology of elementary school subjects. 491p. (bibls.) diagrs. D [c. '27] Bost., Ginn \$2

**Rice, Lucia Webster**

The box in the sand. 114p. il. (col.) D [c. '27] Bost., Ginn 72 c.  
A story for primary children.

**Rodker, John**

The future of Futurism. 79p. T (To-day and to-morrow ser.) ['27] N. Y., Dutton \$1  
On the literature of the future, in terms of the Futurism that has already affected art and music.

**Pearson, Charles W.**

Drug store business methods; a text-book on commercial pharmacy. 296p. (bibl.) il., diagr. D '26 Phil., Lea & Febiger 2.75

**Poda, Louis**

Meyerling: a play [lim. ed.] 30p. O ['27] Akron, O., Delphic Press pap. \$3.50  
Pen-trails of a Texas ranger; lim. ed. 34p. O '27 Akron, O., Delphic Press pap. \$1.50

**Pomeroy, Seth**

The journals and papers of Seth Pomeroy; ed. by

L. Effingham de Forest. 180p. O '26 N. Y., Society of Colonial Wars, 155 E. 42nd St. \$1.50

**Practical standard dictionary (The)** of the English language; abridged from the Funk & Wagnalls new standard dictionary by Frank H. Vizetelly. 1325p. il. O '26 N. Y., Funk & Wagnalls apply

**Reeder, Edwin H., and others**

Teachers' manual to Social arithmetic; bk. 1. 49p. D c. N. Y., Macmillan pap. apply

**Runting, E. G. V.**

Practical chiropodist; 2nd ed. 164p. il. St. Louis, Mo., C. V. Mosby \$2



**Rolfe, William James**

A satchel guide to Europe; 47th annual ed., rev. and enl. by William D. Crockett. 654p. maps (pt. col.) S '27 c. '72-'27 Bost., Houghton \$5; lea., \$6.50

**Rolland, Romain**

Mother and son; tr. by Van Wyck Brooks. 415p. D (Soul enchanted, v. 3) [c. '27] N. Y., Holt \$2.50

A novel of wartime France that is chiefly the story of Annette and her adolescent, illegitimate son, characters from the first two volumes of a four-volume work.

**Rolt-Wheeler, Francis William**

The finder of fire. 272p. front. D c. N. Y., Appleton \$1.75

A story for young people telling how Schlee, a boy of the Cro-Magnons brought fire to his race.

**Sabbath services for children.** 136p. S (Young People's League pub'n) [c. '27] N. Y., Bloch Pub. Co. 75 c.

With Hebrew and English text.

**Sampter, Jessie Ethel**

The Emek. 87p. D c. N. Y., Bloch Pub. Co. bds. \$1

Poems portraying the life of the new Palestine.

**Siegfried, André**

America comes of age; a French analysis; tr. by H. H. Hemming and Doris Hemming. 368p. (bibl. footnotes) map O [c. '27] N. Y., Harcourt \$3

A review of American problems by an economic expert attached to the French Foreign Office.

**Stefansson, Vilhjalmur**

My life with the Eskimos (abridged ed.). 399p. il. D '27 c. '13, '27 N. Y., Macmillan \$2.50

**Stevens, Ethel Stefana**

Garden of flames [authorized Amer. ed.]. 338p. D '27 N. Y., Stokes \$2

Vera travels from England to the oil-fields of Persia to win her husband back from the woman with whom he has fallen in love.

**Stryker, William S.**

The Battle of Monmouth; ed. by William Starr Myers. 303p. (bibl. footnotes) il. map O c. Princeton, N. J., Princeton Univ. Press \$4.50

An account of one of the important battles of the Revolution based on contemporary accounts of it and a personal survey of the battlefield as it is today, by the late General Stryker.

**Stuart, Dorothy Margaret**

The young folk's book of other lands. 339p. il. (pt. col.) O (Romance of knowledge ser.) '27 c. '26, '27 Bost., Little, Brown \$2

Telling children something about the daily life, history and appearance of other countries.

**Sweeney, Ed.**

Poorhouse Sweeney; il. by the author; foreword by Theodore Dreiser. 189p. il. (col. front.) O c. N. Y., Liveright \$2.50

The author's story of his own life in a country poorhouse.

**Thomas, Henry**

Cleopatra's private diary. 310p. D c. Bost., Stratford \$2

Cleopatra's account of her two years' sojourn in Rome as the mistress of Julius Caesar, and friend of the Roman intelligentsia.

**Thompson, Edith Marie**

Putnam's junior question book; entertaining queries for boys and girls, with a prize offer. 64p. D[c. '27] N. Y., Putnam bds. \$1.25

**Wallis, Wilson Dallam**

An introduction to anthropology. 536p. (bibls.) il. O '26 c. N. Y., Harper \$3.75

By the professor of anthropology in the University of Minnesota.

**Waters, Frank**

Eight bells; Sailors' Snug Harbor yarns and ballads; foreword by Joseph C. Lincoln. 162p. il. D c. N. Y., Appleton \$2

Written by an old American deep water sailor, who began his seafaring life at the age of fourteen on the clipper ships.

**Werner, Anthony I.**

Chips from my chisel [verse]. 96p. front. (por.) O '26 c. Southbridge, Mass., Author, Box 1242 \$1.25

**Whitten, Mary Street, and Street, Julian Leonard**

Lyrics for lads and lassies. 57p. D c. N. Y., Appleton \$1

A collection of the authors' verse for small children.

**Williams, Ben Ames**

Immortal longings. 265p. D [c. '26, '27] N. Y., Dutton \$2

Walter Overlook, a successful New York business man, takes a vacation in the Maine farming country and meets his boyhood sweetheart again.

**Stratton, Clarence**

Bombito; a play in one act. 20p. D (French's internat'l copyrighted ed., no. 587) c. '18, '27 N. Y., S. French pap. 30 c.

**Thorington, J. Munroe, M.D.**

The Lyell and Freshfield glaciers, Canadian Rocky Mountains; 1926. 8p. il. O (Smithsonian misc. coll., v. 78, no. 6) '27 Wash., D. C., Smithsonian Inst. pap. 15 c.

**Tobey, James Alner**

Public health in state constitutions. 4p. O '26 Wash., D. C., Gov't Pr. Off.; Sup't of Doc. pap. 5 c.

**U. S. Bureau of Labor Statistics**

Handbook of American trade-unions. 209p. O

(Bull. of U. S. Bur. of Labor Statistics, no. 420) '26 Wash., D. C., Gov't Pr. Off.; Sup't of Doc. pap. 20 c.

**U. S. Bureau of Naturalization**

Historical sketch of naturalization in the U. S. 18p. O '26 (Wash., D. C., Gov't Pr. Off.; Sup't of Doc. apply

**U. S. Public Health Service**

Experimental studies of water purification. 26p. il., diagr. O '26 Wash., D. C., Gov't Pr. Off.; Sup't of Doc. pap. 10 c.

**Vanderblue, Homer B. and Crum, William L.**

The iron industry in prosperity and depression. 193p. il. O [c. '27] Chic., A. W. Shaw buck. \$7.50

Work of Dwight James Baum, architect,  
(The); with a foreword by Harvey Wiley  
Corbett and an introduction and commentary  
text by Matlock Price. various p. il. diagrs.  
F c. N. Y., Wm. Helburn, 15 E. 55th St. \$20  
Plates showing the various types of house design  
in which Mr. Baum has achieved distinction.

Wren, Percival Christopher

The young stagers [new ed.] 190p. D [26]  
N. Y., Stokes \$1.75

A group of Major Wren's earlier sketches, which  
continue some of the adventures related in "Dew and  
Mildew."

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ian era. Moore, G. F. \$10 *Harvard*  
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 Our wonderful world. Howe, E. L. \$1.40 *Abingdon*  
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 Satchel guide to Europe, A. Rolfe, W. J. \$5; \$6.50 *Houghton*  
 Scene painting and bulletin art. Atkinson, F. H. \$4 *F. J. Drake*  
 Sea gull, The. Norris, K. T. \$2 *Doubleday*  
 Short history of the American people, A; v. 2. Caldwell, R. G. \$3.75 *Putnam*  
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 Source book for the economic geography of North America. Colby, C. C. \$3 *Univ. of Chic. Press*  
 Spice for speeches. Bartlett, J. H. \$1 *M. A. Donohue*  
 Stories for the junior hour. Demerest, A. R. \$1.35 *Standard Pub. Co.*  
 Sue Stanwood. Copp, L. G. \$2 *L. C. Page*  
 Synopsis of the general morphology of animals, A. Conklin, E. G. \$1.50 *Princeton Univ. Press*  
 Tartarin of Tarascon. Daudet, A. \$2 *Little, Brown*  
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 Volga boatman, The. Berçovici, K. 75c. *Grosset*  
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 Young stagers, The. Wren, P. C. \$1.75 *Stokes*  
 Youngest rider, The. Hauck, L. P. \$1.50 *Lothrop*



# The Field of Old and Rare Books and Weekly Book Exchange

## CURRENT RARE BOOK NOTES

Frederick M. Hopkins

**"SOME ROGUES AND VAGABONDS OF DICKENS,"** by Walter Dexter, editor of the *Dickensian*, will shortly be published by Cecil Palmer of London.

IN the Whitall sale a first edition of Fitzgerald's translation of the "Rubaiyat of Omar Khayyám" brought \$3,200, a new high record of short life. In the Burrage sale of last week another copy fetched \$3,250.

ON April 21 at Mantua, hard by the restored tomb, scholars from the four corners of the earth—including no less than one hundred from the Sorbonne alone—will gather to commemorate the 2000th anniversary of the birth of the poet Virgil.

THE New York Public Library has been offered at a price far below its actual value that part of the library of the late Harry Houdini which was not included in his bequest to the Library of Congress by the widow of the magician. The library has not accepted the offer because of the present shortage in funds for immediate expenditure.

THE next play in the Variorum Shakespeare, edited by Dr. Horace Howard Furness, Jr., will be "Coriolanus," and it will probably be ready for publication by J. B. Lippincott Company in the early autumn. During the five years occupied in the preparation of this volume, Dr. Furness has read 1,200 texts of the play, 350 of them in German. "Coriolanus" completes the cycle of Roman plays in the Variorum Shakespeare, and for the next volume Dr. Furness intends to go back to one of the English historical plays.

THE original manuscript of Spain's epic poem, "El Cid," written in the fourteenth century, may be sold outside of Spain. The heirs of Don Alejandro Pidal, former president of the Spanish Academy, who forty years ago purchased the manuscript, which was lying in a vault in the Bank of Spain, for 100,000 pesetas, offered it to the Spanish Government, which declined to pay the million pesetas asked. The heirs, now nuns in an aristocratic Spanish convent, are reported to be seeking a purchaser in the United States. The manuscript is said to be in a good state of preservation.

PLANS for American participation in the international movement to rebuild and endow the Shakespeare Memorial Theater at Stratford-on-Avon, recently destroyed by fire, have just been announced by Professor George Pierce Baker of Yale, chairman of the executive committee of the American Shakespeare Foundation. "The Foundation has fixed \$1,000,000 as America's share in the \$2,500,000 required to complete the plans of the new theatre and its associated dramatic school, festival company, museum and library," said Professor Baker. "Of this \$1,000,000 the Foundation hopes to furnish \$500,000 in 1927. Local committees are now being formed in twenty-one major cities thruout the United States. The theater at Stratford-on-Avon during its nearly fifty years of existence had become an international Shakespearean shine. It was the world's only living memorial to Shakespeare."

HENRY DUVERNOIS, the French writer, has been comparing prices obtained fifty years ago for autograph letters with the prices obtained today. Then a

letter of George Sand could be bought for six francs, and of Michelet for two francs. The autograph of Jefferson Davis fetched fifteen francs, and of Verdi only two francs. Champfleury brought nine francs, while a short letter of Gerard de Nerval reached the then high figure of twenty francs. A letter of Louis XVI sold for two francs. The story is told that a grocer bought some of the manuscripts of Balzac for the purpose of turning them into paper bags, and his customers would have been provided with a page in the author's handwriting with every purchase! Happily, an admirer of Balzac came along in the nick of time and induced the grocer to surrender, at a profit, the whole lot of manuscripts, and they were saved.

**F**ORTY years have now elapsed since the London *Times* advanced the opinion that Thomas Hardy had become an English classic. Today Thomas Hardy ranks as the dean of English literature, and the foremost Englishman of letters.

Notwithstanding the pre-eminent place Thomas Hardy has held in all these years, it is only of comparatively recent date that bibliophiles have turned their attention to the collecting of his writings. Twenty years ago or less, it was possible to procure a first edition of "Desperate Remedies" at a moderate figure. At the Quinn sale in December, 1923, a first edition brought \$210. At the George Barr McCutcheon sale, April, 1925, a copy with autographed letters inserted brought \$2100. "Under the Greenwood Tree" and "A Pair of Blue Eyes" are also rare. "Under the Greenwood Tree," which like "Desperate Remedies" was published anonymously, brought \$240 in the McCutcheon sale when "A Pair of Blue Eyes" brought \$410. Mr. A. Edward Newton in his "Amenities of Book Collecting," commenting on this, says—"Only those who are trying to complete their sets of Hardy know how difficult it is to find 'Desperate Remedies' and 'Under the Greenwood Tree' in cloth as issued." "The Dynasts: A Drama of the Napoleonic Wars" was published in three parts, Part I in 1904, Part II in 1906 and Part III in 1908. The three volumes sold for \$2,100 in the McCutcheon sale.

A comprehensive collection of Thomas Hardy's writings will be on exhibition in April at the Walden Book Shop at 311 Plymouth Court. It may be truly said that since the disbursement of the George Barr McCutcheon collection some time ago, this collection ranks as complete as any found today in a private library in the United States. Altho it includes nothing sensational in the nature of inscribed copies, association titles, or manuscripts such as found in the Quinn-Conrad collection, or in the McCutcheon-Hardy library, yet it is surprisingly rich in the various rarities that denote a patient and studious labor in their collecting.

There are first editions of all the Hardy writings both in the English and American publications. The latter, by the way, seem to be unknown to, or neglected, by most collectors, but are bound some day to prove rare *Desiderata*. The first appearance of the writings in serial form, as well as fugitive pieces not reprinted in book form, find a place on the shelves, and the volumes of *Hardyana*, including the critical and appreciative reviews of Thomas Hardy's work, as they appeared both in magazines and in books, make up a goodly list.

There are a respectable number of autograph letters ranging from 1871 to 1914. Mr. Newton, in his "Amenities" previously referred to, considers of prime importance a letter in his possession in which it is shown that the author financed the publication of his first literary effort. Of equal importance is a letter found here, and dated some months later than Mr. Newton's letter in which the writer was willing, if his publisher would permit, to pay any expense incurred in stimulating the sale of his book. Another letter, very brief, but very significant, shows us the master in a very unique role—Hardy, the Suppliant. He is sending an early contribution to the editors of one of the leading magazines and timidly inquires if it is up to the magazine's standard, enclosing return postage in case of rejection.

### Auction Calendar

**Tuesday afternoon, April 12th, at 2 o'clock.** Historical literature of Poland from the library of Dr. Alexander Kahanowicz of Brooklyn, with books and manuscripts from other private collections. (Items 249.) The Anderson Galleries, 489 Park Ave., New York City.

# The Weekly Book Exchange

## How to use "Books Wanted" and "For Sale"

TO subscribers, 15c. a line. No charge for address.

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separate line except grouped titles by one author. Objectionable books excluded when noted.

In answering state edition, condition and price including transportation.

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## BOOKS WANTED

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Crisis of the Revolution. Abbatt.  
Mag. of History. Extra. No. 42.

ADAIR BK. CO., 1760 CHAMPA ST., DENVER, COL.  
Richardson. Handbook on Motion Picture Operation. 4th or 5th ed.  
Mrs. Bradden. Vixen; Asphodel.  
Haggard. Allen and the Ice Gods.  
Hidden Way Across the Threshold. 1887.

ALTMAN BK. SERVICE, 45 W. 45TH ST., N. Y.  
The Perfumed Garden. Trans. from Persian.  
Under a Fool's Cap. Mosher ed.

AMER. BAPT. PUB. SOC., 125 N. WABASH, CHIC.  
Lineage of Litchfield. Cabell.

AMER. BAPT. PUB. SOC., 1107 MCGEE ST.,  
KANSAS CITY, MO.  
The Path of Life. G. Hodges.  
Encyclopedia of Sacred Theology. Kuyper.

AMER. BAPT. PUB. SOC., 313 W. 3RD ST.,  
LOS ANGELES, CAL.  
Palmer Records. Complete.

AMERICAN HEBREW, 19 W. 44TH ST., N. Y.  
Einhorn, David. Trauerrede. April, 1865;  
Pamphlet on Death of Lincoln.

AMER. NEWS CO., 131 VARICK ST., NEW YORK  
All About Coffee. Wm. H. Ukers, Pub. Tea &  
Coffee Trade Journal.

ANTIOCH COLLEGE LIBRARY, YELLOW SPRINGS, O.  
Ariosto, Shakespeare and Corneille. Croce. 2  
copies.

ANTIQUES & RARE BK. SHOP, 4376 OLIVE ST.,  
ST. LOUIS, MO.  
Old Godey's, Peterson's, Graham's and other maga-  
zines with colored plates.

ARGUS BK. SHOP, 434 S. WABASH AVE., CHICAGO  
From Atlanta to the Sea. Byron Dunne.  
Literary Source Book of Renaissance. Whitcomb.  
The Bible in Europe. Jos. McCabe.  
The Truth About Secular Education. Jos.  
McCabe.  
Peter Ramus and Education Reformation of the  
16th Century. Graves.  
Bed of Roses. Brentano.

## The Book Hunter

The following table of authors whose first editions are in demand was compiled from the Books Wanted columns of the *Publishers' Weekly* for March. The greatest increase in popularity as indicated by demands was Edna St. Vincent Millay's. The book asked for was "The King's Henchman." This was the libretto of the opera for which Deems Taylor wrote the music and which was recently presented with so much success in New York. The limited, autographed edition is being held by those who have it and the regular trade edition is selling at a premium. Of the thirty-nine requests for separate titles, rather than any first editions of Miss Millay's books, it is safe to say that at least thirty were for "The King's Henchman." There is little alteration in the number of demands for the others, Cabell as usual leading the list.

The illustrators in demand this month, and in order of their popularity, were Papé, Doré, Rackham, Bosschère and Beardsley.

	All Firsts Wanted	Separate Titles
James Branch Cabell.....	11	28
Theodore Dreiser .....	9	17
Eugene O'Neill .....	7	3
H. L. Mencken .....	4	4
Joseph Conrad .....	3	2
Edgar Allan Poe.....	2	7
Mark Twain .....	2	7
James Huneker .....	1	10
Stephen Crane .....	1	9
Rudyard Kipling .....	1	4
R. L. Stevenson .....	1	3
Edna St. Vincent Millay. ..		39
Will Durant .....		15
Herman Melville .....		9



	All Firsts Wanted	Separate Titles
Jean Toomer .....		9
Joseph Hergesheimer .....		8
H. G. Wells .....		8
Amy Lowell .....		7
Somerset Maugham .....		7
James Joyce .....		6
Edwin Arlington Robinson ..		4
Lewis Carroll .....		5
Norman Douglas.....		5
Havelock Ellis .....		5
Lafcadio Hearn .....		5
Edith Wharton .....		5
W. H. Hudson .....		4
Henry James .....		4
Romain Rolland .....		4
Carl Sandburg .....		4
Gertrude Stein .....		4
James Stephens .....		4
Walt Whitman .....		4

### Stolen

A copy of John Gay's "Achilles," tall 12mo, London, 1733; bound in full red morocco, gilt dentelles, Edwin Holden book-plate. Please notify or return to Harry Stone, 24 East 58th, N. Y. Plaza 2298.

ART AND COMMUNITY HOUSE, 1424 WEST AVE.,  
BURLINGTON, IA.

Gregory. Letters on Animal Magnetism.

AURAND'S BK. STORE, HARRISBURG, PA.

Railroads. Books and pamphlets about; old.  
Reeder. Pioneer Families of Washington Co., Pa.  
Rupp, I. Daniel. Any books by. County histories, etc.

Sachse, Julius. Any books by.  
Scotch-Irish in Penna. Any books about.  
Seibert. Under Ground Railroad.  
Sheetz. Lebanon Co., Pa. Tragedy. 1797.  
Shoemaker, Col. Henry W. Any books by.  
Susquehanna and Juniata Valleys. Any books on.

Tome, Philip. Pioneer Life, or 30 Years a Hunter.

Town, County and Family Histories. Pub. in or about Penna.

Travels of Jerry Church. Harrisburg. 1845.  
Trials in Penna. Old books and pamphlets about Criminal.

Uzanne. The Book Hunter in Paris. 1893.  
VonHumbolt, Alex. Physiognomy of Expression. 2 vols.

Warren. Birds of Penna. 2nd ed. Revised.

Weiser, Conrad. Any books on.

Wickersham. History of Education in Penna.

AVONDALE PRESS, 1841 BROADWAY, NEW YORK  
People We Meet; Some People We Meet; Young Ladies of Today; Young Gentlemen of Today. All by Charles F. Rideal.

### Weekly Book Exchange

AVONDALE PRESS—Continued

A Century of Success. Freeman Morris.  
History of Lancashire. Lawrence Butterworth.  
Dickens, Charles. Any and all items of any kind, including autographs, illus., drawings, clippings, photographs, and Dickensiana generally. No sets.

Battle Abbey items of any kind.  
Particulars by mail only.

WM. BALLANTYNE & SONS, 1409 F ST., N.W.,  
WASHINGTON, D. C.

McComb. Prayer, What It Is, What It Does. 2  
Barry. Teachers' Prayer Book. 2 copies. Leather preferred; quote cloth also.

Virgil. Anthons ed.

Hazard. Santo Domingo With a Glance at Hayti.

BARKER'S ART STORE, 405 E. ADAMS ST.,  
SPRINGFIELD, ILL.

History of Clark Co. and Holmes Co., Ohio, and  
Mason Co., Ky.

Nicolay and Hay Lincoln. 12 vol. set. Gettysburg ed.

BARR BK. SHOP, 22 W. ORANGE, LANCASTER, PA.

Millay. King's Henchman. 1st ed.

Hobson. Problems of Poverty.

N. J. BARTLETT & Co., 37 CORNHILL, BOSTON  
Simon Willard and His Clocks. John Ware Willard.

The Ego Book. Thompson. Dutton.

Sienkiewicz. Quo Vadis. Orig., 2 vol. ed.  
Little, Brown.

Emily Dickinson. Poems. 1st Series; Poems.  
3rd Series. 1st eds. only.

Philo. 4 vols. Bohn.

Alcott. Flower Fables. 1855; Hospital Sketches.  
1863; Moods. 1864; Picket Duty. 1864;  
The Rose Family. 1864; Morning Glories.  
1867; Aunt Kip. 1868; Proverb Stories.  
1868; Psyche's Aunt. 1868; Nelly's Hospital. Washington. 1868; Concord Sketches.  
1869; Aunt Jo's Scrap-Bag. 6 b. 1871-79;  
Work. 1873; Eight Cousins. 1875; Silver Pitchers. 1876; Rose in Bloom. 1876;  
Under the Lilacs. 1878; Meadow Blossoms.  
1879; Water Cresses. 1879; Sparkles for Bright Eyes. 1879; Jack and Jill. 1880;  
Spinning Wheel Stories. 1884; Jo's Boys. 1886; Garland for Girls. 1888; Comic Tragedies. 1893.

Bents. Diving Birds.

Chamberlain. Biblio. of Hawthorne.

Dobson. Memoir of Horace Walpole.

Rose Garden of Persia. Good ed., pref. and binding.

Southey. Chronicle of the Cid.

Weem. Life of Washington. Cheap ed.

Keats. Letters. Ed. Buxton-Forman.

BEAUMONT'S, 16 N. 12TH BLVD., ST. LOUIS, MO.  
10th Bureau of Ethnology Report.  
17th Bureau of Ethnology Report. Part 2.  
Dealers and private collectors. Please send lists of books wanted.

W. A. BENJAMIN, 233 S. B'WAY, LOS ANGELES  
Abraham Lincoln. Sandberg. 1st ed.  
Lafcadio Hearn. 1st ed. 16 vols. H. M. Co. Bds.

Boccaccio. Fine, large type ed. 2, 3, or 4 vols.  
John Muir. Manuscript ed. Boards.

# Books Wanted—Continued

W. A. BENJAMIN—Continued

Gilbert Parker. Imperial ed. 24 vols.  
Emerson. Essays. 1st ed.  
The Talisman. Scott. Riverside ed.  
Gulliver's Travels. Good, unexpurgated ed.  
Carl Sandburg. Lincoln. Limited ed.

C. P. BENSINGER CABLE CODE BOOK CO.,  
15 WHITEHALL ST., NEW YORK

Western Union, Lieber 5-Letter Codes.  
Schofield, General Telegraph, A. B. C. 5th.  
Any American-Foreign Language Code.  
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BIG BK. SHOP, 933 G ST. N.W., WASH., D. C.  
Pierce. Addresses to Mental Nurses.  
Pennybacker. History of Texas.  
Hegel's Doctrine of Reflection. William T. Harris.  
Moody. Great Redemption.  
Chambers. Hidden Children.  
Railroad Commission. Wis. vols. 18-19.  
Mrs. Rebecca Harding Davis.  
Bardenheimer. Patrology.  
Siegfred. Essentialia Philosophiae.  
Thwaites. The Colonies.

A. F. BIRD, 22 BEDFORD ST., LONDON, W. C. 2.  
Eliot, S. Poetry for Children, containing  
Llewelyn and his Dog.  
Henderson, G. B. Shaw and his Work.

P. BONNEY, MOIRA H. S., MOIRA, N. Y.  
The Bonney Family. Chas. L. Bonney.

BOOK & QUILL, 315 WHITNEY AVE., NEW HAVEN  
Writings on American History. 1902. Richard-  
son & Morse. Princeton. 1904.

THE BOOK SHELF, 1611 E. 67TH ST., CHICAGO  
Anthony. Catherine the Great. 1st ed.  
Fervol. Cleopatra. 1st ed.  
Rackham illus. Peter Pan in Kensington Gar-  
dens. 1st ed.  
France. Penguin Island; Reine Pedauque. Pape  
illus. 1st Amer. ed.

THE BK SHOP, 1527 PROSPECT AVE., CLEVELAND, O.  
Spitzer. Collection. In 6 vols.  
Book On Coins.  
Book Prices Current. Odd vols.  
Collections of Stamps.  
Golden Day's Weekly. 1 to 150.  
Frank Harris. First editions.  
Potomac Landings.  
Richard Le Gallienne. First editions.

THE BK. SHOP, 44 N. 3RD ST., HARRISBURG, PA.  
Concord Hymnal. Hutchinson & Robinson.  
Life of James Madison. Hunt.  
Ship Models, How to Build Them. Davis.

THE BK. SHOP, 712 CHURCH ST., NASHVILLE  
Nooks and Corners of Old London. Hemstreet.

BK. SUPPLY CO., 231 W. MONROE ST., CHICAGO  
The Great Pyramid, Its Divine Missions. David-  
son.  
History of the Alphabet. Isaac Taylor. Scrib-  
ner.

THE BOOKE SHOP, 4 MARKET SQ., PROVIDENCE  
Life of Stanton. Frank C. Flower. Saalfeld.

THE BOOKERY, 1647 WELTON ST., DENVER, COL.  
Message to Wide, Wide World. Eona.  
Hidden Way Across the Threshold. Street.

THE BOOKLOVERS' SHOP, 223 S. HIGHLAND AVE.,  
E. LIBERTY, PITTSBURGH, PA.

Book of the Queen's Doll House.  
Book of the Queen's Doll's House Library.

BOROUGH HALL BKE. SHOPPE, 337 ADAMS ST.,  
BROOKLYN, N. Y.

Hammerton. Etchers and Etching. 3rd ed.  
Richis. Classical Handbook.  
New England Magazine. Sept., 1888.  
Standage. Agglutinants, All Kinds, All Purposes.  
Frank Howard. Sketches, Manual. 1846.  
Howell. Steam Vessels and Marine Engines.  
Beers. Great Lakes. 2 vols.  
Austerlitz. History of Cincinnati.  
Brown. Cincinnati and Vicinity.  
Burnet. Notes on the N. W. Territory.  
Comley. Future Great State.  
Cist's Weekly Advertiser. Any.  
Cist's Miscellany. 2 vols.  
Cincinnati and Its Resources.  
Cincinnati Sonst Und Jetzt.  
Celebration of the 45th Anniversary.  
Centennial Review of Cincinnati.  
Drake. Cincinnati in 1826; Concerning Cincin-  
nati; Reminiscental Letters.  
Ford. History of Cincinnati.  
Gleason's Pictorial. Vol. 1.  
Jones. Extract from History of Cin.  
Kenny. Illustrated Cincinnati.  
King. Development of Cincinnati.  
Marquis. Industries of Cin.  
Maxwell. Suburbs of Cincinnati.  
Roe. The Queen City Cincinnati.  
Please Offer anything on Cin.  
Anything on Brooklyn and Long Island.  
Any Bruce Rogers. Must be fine condition.

BOSTON BOOKMAN, 104 ROBINWOOD AVE., BOSTON  
Johnson, C. B. Illinois in the Fifties. 1918.  
Pierce. Memoirs and Letters of Chas. Sumner.  
Arnold, I. N. Lincoln and Slavery. 1866.  
Writings of James Buchanan. Ed. J. B. Moore.  
Vermont. All Books, pamphlets, papers before  
1820, especially imprint of Haswell, Benning-  
ton.  
First Constitution, etc., of Grand Lodge, Vt.  
Masons.  
Vermont Gazette, 1800. Haswell.  
Congressional Register. Haswell & Smead, Ben-  
nington. 1805.  
Monthly Miscellany or Mt. Vernon Mag. Has-  
well. 1794.  
Mental Repast. Haswell. 1808.  
Rernsburg, J. B. Lincoln, Was He a Christian?  
Keckley, Elizabeth. Behind the Scenes. N. Y.  
1868.  
Church, Daniel W. An Interview (Early life of  
Lincoln).  
Jennings, Janet. Lincoln the Great American.  
Stoddard, W. O. The Boy Lincoln. 1905.  
Tarbell, Ida M. Early Life of Lincoln. 1896.

BOSTON STORE, BK. DEPT., MILWAUKEE, WIS.  
Farm Ballads. Will Carleton.

BRANDT & BRANDT, 101 PARK AVE., NEW YORK  
Leroy Scott. To Him That Hath; Children of  
the Whirlwind; A Daughter of Two Worlds;  
Mary Regan; Partners of the Night; Cor-  
delia the Magnificent.

BRENTANO'S, 218 S. WABASH AVE., CHICAGO  
 The Victim. Dixon.  
 Reign of Law. Allen.  
 Glad Tidings. Pub. Chicago.  
 Some Old Time Belles and Cav. Sales.  
 Making Up. James Young.  
 Life Fredk. the Great. Jacob Abbott.  
 From the Nile to Nebo. Haskins.  
 Authentic Hist. U. S. Steel Co. Cotter.  
 How to Become a Contortionist. Griffin.  
 James V. Blake. More Than Kin; The Months;  
 Morning Stars.  
 Arcane Teaching on Secret Doctrine. Watkin-  
 son.  
 Green Algae of N. A. Collins.  
 Hist. of Amer. Flag. Preble.  
 Illuminated Mss. Herbert.  
 My Life on Range. John Clay.  
 Story of Sante Fe. Bradley. 2 copies.  
 The Christ Myth. Drews. 2 copies.  
 Seaman's Manual. R. H. Dana, Jr.  
 Our Lady in Art. Mrs. Jenner.  
 Book of Wine. Shand. Pub. Brentano's.  
 Cath and Cloisters So. France. Rose.  
 Rose of Paradise. Howard Pyle.  
 Classic Point of View. Kenyon Cox.  
 Military Ciphers Manual. Hitt.  
 The Simple Cryptograph. Pub. Providence.  
 Life of Grant. Badeau.  
 Clairemonde. Hearn. Brentano's.  
 Technique of Painting. Moreau-Vauthier.

BRENTANO'S, 1 W. 47TH ST., NEW YORK.  
 Stevenson, E. L. Terrestrial and Celestial  
 Globes. New Haven, 1921.  
 Hunter. Decorative Textiles.  
 Michelet. History of France. English Trans.  
 Ossian's Poems.  
 Nutting. Cinderellas of the Fleet.  
 Runciman, Sir Walter. Before the Mast and  
 After. Unwin.  
 Bradley, John W. Illuminated Manuscripts.  
 McClurg, 1911.  
 Herbert, J. A. Illuminated Manuscripts. Meth-  
 uen.  
 Male. Religious Art in France in the Thirteenth  
 Century.  
 A Year with the Gaekwar of Baroda.  
 Parton. Life of Jefferson.  
 O. Henry. Works. Memorial Edition.

BRENTANO'S, 1322 F ST., N.W., WASHINGTON, D.C.  
 Lawrence. Revolt in the Desert. Limited ed.

BRICK ROW BK. SHOP, 231 ELM ST., NEW HAVEN  
 The Book Collector's Guide. Seymour de Ricci.  
 First edition.  
 Cuculain. G. L. Kittridge.  
 Book of the Dun Cow. G. L. Kittridge.  
 The Sun Also Rises. E. Hemingway. First ed.

BRICK ROW BK. SHOP, 30 BROAD ST., NEW YORK  
 Aubry, J. Notes on Life and Letters.  
 Cabell. Early 1sts, illustrated by Pyle.  
 Clemens. 1sts of: Gilded Age; Big Bonanza;  
 True Story; King Leopold; To Person Sitting  
 in Darkness; Pudd'nhead Wilson's Calendar.  
 Goethe. Sorrows of Werther. Any ed.  
 Goulding. Woodruff Stories.  
 Harte. Society of Calif. Pioneers 14th Anniver-  
 sary.  
 Lawrence. Revolt in Desert. Any large paper  
 ed.  
 Maugham. Moon and Sixpence; Of Human  
 Bondage. 1sts.  
 Shaw. Any 1sts.

## Weekly Book Exchange

BRICK ROW BK. SHOP, 19 E. 47TH ST., NEW YORK  
 Revolt in the Desert. Ltd. ed.  
 King's Henchman. Vellum ed.  
 Gissing. Workers in the Dawn. 3 vols. 1st,  
 1880.  
 Du Maurier. Trilby. Orig. parts.  
 Ossian Poems. Trans. Macpherson.  
 McFall. Beautiful Children.  
 Emily Dickinson. Poems. 1st.  
 Dickens Works. Vol. 2. Chapman & Hall.  
 1898.  
 Herschel. Natural Philosophy.

M. H. BRIGGS, 5113 KIMBARK AVE., CHICAGO  
 Highest market prices paid in immediate cash for  
 the following:  
 Abraham Lincoln. Autograph letters, signed books,  
 original photographs; any book, pamphlet,  
 broadside, or manuscript by or about Lincoln,  
 any date, any language; any Lincoln song-  
 ster, joke book, sheet music, campaign manual,  
 cartoons, badges, or souvenir; any file of 1860  
 newspapers or magazines.  
 Western History. Any book, pamphlet, map view,  
 manuscript, early magazine or newspaper files  
 dealing with the pioneer history of any state  
 west of Pennsylvania; especially wanted:  
 Chicago. Material before 1871 such as di-  
 rectories, street maps, views, guides and  
 almanacs.  
 Items before 1860 on Illinois, Wisconsin, In-  
 diana, Ohio, Iowa, Missouri and Middle  
 West in general.  
 California, Oregon, Montana, Idaho, Texas  
 and other Far Western states.  
 Accounts of overland journeys to Far West.  
 Narratives of persons captured by Indians.  
 Anything about pony express, overland stage  
 and early express companies.  
 Western railroads. Reports, surveys, projects,  
 especially roads to Pacific.  
 Mining life in Far West, 1848-1875.  
 Mormons in N. Y., Ohio, Missouri, Ill., Utah.  
 Texas outlaws, rangers, Sante Fe Trail and  
 Traders; early cattle trade.  
 Personal narratives of explorers and pioneers.  
 I am in the market for material on Lincoln and  
 Western History every day in the year. It  
 will pay you well to quote me on everything  
 of this sort coming to your attention.

ALBERT BRITNELL, 815 YONGE ST., TORONTO, CAN.  
 Madelin. Life of Touche.

BROOKLYN MUS. LIB., EASTERN P'KW'Y, BROOKLYN  
 Insect Life, vol. 1, nos. 2, 4; vol. 2, no. 9.

F. C. BROWN, 44 BROMFIELD ST., BOSTON  
 Black Belt Diamonds. Booker Washington.  
 Fortune.  
 What Tommy Did. E. H. Miller. Alden Co.  
 Cruise of the Yacaboo. Fenger.  
 Life of J. H. Walsh. Stonehenge.

FOSTER BROWN CO., 472 ST. CATHERINE ST. W.,  
 MONTREAL, CAN.

Cookery Books. Anything in this line pub. before  
 1850; particularly in 18th Century.

BROWN BK. SHOP, 623 STATE ST., MADISON, WIS.  
 Stevens. Fungi Which Cause Plant Disease.  
 Must be 1919 or 1921 reprint.  
 Capt. Stigand. Hunting in Africa.  
 Carver. Reading on Rural Economics.



**Books Wanted—Continued**

A. BRUDERHAUSEN, 47 W. 47TH ST., NEW YORK  
 Duñcan, R. H. Practical Curve Tracing. 1910.  
 Gibbs, J. W. Scientific Papers. 2 vols.  
 Fleming, J. A. Handb. of elect. lab. and testing room.  
 Henderson. Dict'y of scient. terms. 1924.  
 Bruce, W. S. Scient. results of the Scottish Nat'l Antarctic Exped. 1902-4.  
 Harriman. Alaska Expedition.  
 James, W. Pluralistic universe.  
 Metcalf, M. M. Organic evolution.  
 Meyer, J. German-Engl. med. dict'y.  
 U. S. Pharmacopeia. 10th ed.

**BULLOCK'S, LOS ANGELES, CALIF.**

Thoughts and Aphorisms on Love. George Sand.  
 Sex and Civilization. Bousfield.

BURNER'S, 629 VALLEY RD., UPPER MONTCLAIR, N. J.

Old Songs for New. E. V. Lucas.

BURNHAM BK. STORE, P. O. BOX 2068, BOSTON  
 Arden ed. of Shakespeare. Red cloth. Methuen.  
 London. Much Ado About Nothing; Taming of the Shrew; Winter's Tale; Henry IV, 2nd part; Henry VIII; Coriolanus; Romeo and Juliet.

**CAMPION & Co., 1821 WALNUT ST., PHILA.**

Mitchell, S. Weir. Characteristics.  
 Corvo, F. B. Chronicles of the House of Borgia.  
 Fyvie, J. Story of the Borgias.  
 The Writings of Therese (The Little Flower). Martin.

CAMPION'S BK. STORE, 314 CHERRY, TOLEDO, O.  
 Cook. Physio-Medical Materia Medica.  
 Webster. Dynamical Thereutics.  
 Bergholtz, C. F. The Lord's Prayer in the Principal Languages of the World. Chicago. 1884.

CARSON PIRIE SCOTT & Co., BK. DEPT., CHICAGO  
 Carpenter. Java; Malaysia.

CENTAUR BK. SHOP, 1224 CHANCELLOR, PHILA.  
 James Branch Cabell. Jurgen. English ed. Illus. Papé.

Eugene O'Neill. The Moon of the Caribbees. 1st ed.

Theodore Dreiser. Any 1st eds.

Roy Helton. Youth's Pilgrimage. Poet Lore Co.

Thomas Beer. Stephen Crane. Large paper ed.

CHALFIN'S B'KSTORE, 2030 FULTON ST., BROOKLYN  
 Gallizier, Nathan. Crimson Gondola; Sorceress of Rome. Any ed.

Ebers, George. Bride of the Nile; The Sisters. Any ed.

Anything on Magic or the occult.

A. H. CLARK Co., 4027 PROSPECT, CLEVELAND, O.  
 Advocate of Peace and Universal Brotherhood. Worcester. 1846.

American City. Vols. 1-6, 8, 9, 15.

American Hist. Assn. Reports. 1889-1893, 1895, 1896 Vol. 1, 1905, 1906 Vol. 1, 1914 Vol. 1, 1917-1918, 1921 to.

American Inst. of Elect. Eng. Jl. Vols. 1-23, 30, 36, 42-43.

Coon. No. Carolina Schools and Academies.

Dale. Ashley-Smith Explorations.

General Electric Review. Vols. 1-11, 18 and 21.

Goddard. Indians of Southwest.

**A. H. CLARK—Continued**

Higgins. Anacalypsis. Orig. ed.  
 Hood. Advance and Retreat.  
 Morga. Hist of Philippines. 2 vols.  
 Panhandle of West Va., Hist. of. 1879.  
 Political Economy Jl. Set.  
 Political Science Quarterly. Set.  
 Quarterly Jl. of Economics. Set.  
 Simms, W. G. Works. 1st eds.  
 Taylor. Art of Flute Playing.  
 Winsor. Upper Mississippi Basin.  
 Wissler. Indians of the Plains.  
 Worcester, Mass., Imprints. Any.

COLE BK. Co., 123 WHITEHALL ST., ATLANTA, GA.  
 Old Charleston Houses. Alice H. Smith.  
 Music From Behind the Moon. J. B. Cabell.  
 When We Were Twenty-One. Milne.

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 Bedell & Crehore. Alternating Currents.

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Bacon. The Founding of the Church.  
 Browne. Mystery of Space.  
 Pieshkov. Lower Depths.  
 Saxelly. Thomas Hardy Dictionary.  
 Groot. The Religion of the Chinese.

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 Ferol. Joan of Arc. English.  
 Claiborne. Seventy-five Years of Old Va.  
 Fitch. Some Neglected History of N. Carolina.  
 Haney. The Mountain People of Kentucky.  
 Howe. Hist. Coll. of Virginia.  
 Hunter. Johnny Reb.  
 Long. Memoirs of Robert E. Lee.  
 Page. Robert E. Lee.  
 Sale. Old Time Belles and Cavaliers.  
 Wright. Southern Girl in '61.  
 Jehuda Halevi. Retab al Khagari. Trans. by Hirshfeld.

Allstrom. Dictionary of Royal Lineage.

Osler. An Alabama Student.

Jusserand. English Wayfaring Life.

Farmer. Slang Dictionary. 7 vols.

Conkling, Roscoe. Life and Letters.

Fite. Social and Industrial Conditions during the Civil War. 12 copies.

Carlyle. Sartor Resartus. Sullivan Illus.

De Vinne, Printer. 1915.

Browning, Life of. Griffen and Minchin.

Field. Love Affairs of a Bibliomaniac. 1896.

Satyricon of Petronius. Illus. by Lindsay.

Sturgis. Dictionary of Architecture.

Thousand Nights and One Night. Mardrus & Mathers.

Conway. Devil Worship.

Baring-Gould. Curious Myths of the Middle Ages.

## DAUBER &amp; PINE—Continued

Poe, Edgar Allen. Works. 1850.  
 Man. Devil in a Nunnery.  
 Mathers. Queen of Sheba.  
 Daphnis & Chloe. Illus. by Ricketts.  
 Blades. Shakespeare and Typography.  
 Cable. Old Creole Days. 1879.  
 Allan. The Book-Hunter at Home.  
 Sakurai. Human Bullets. 1907.  
 Elmer. Constitution and Government of N. Jersey. 1872.  
 Oaks. Chinese White.  
 Blei. The Powder Puff.  
 Stein, Gertrude. Three Lives.  
 Burton, Richard. Vikram and the Vampire. 1870.  
 Binns. Life of Walt Whitman.  
 Hawthorne. Passages from the American Notebooks. 1866.  
 Pater, Walter. Renaissance, London. 1877.  
 Graham, Cunningham. His People. 1906.  
 Wister, Owen. Lady Baltimore. Illus.  
 Davis, R. H. West from a Car Window.  
 Tales of the Wild and Wonderful. London. 1825.  
 Allen. Bride of Huilzil.  
 Nyrop. The Kiss.  
 Castiglione. Book of the Courtier. Horby, 1900.  
 Anesthesai. Any pamphlets.  
 Beer. Old Colonial Policy. Part 2.  
 Wharton. State Trials.  
 Morton, W. T. Anesthesia.  
 Carpenter. Pagan Myths.  
 Van Brunt. Greek Lines.  
 Napoleon's Book of Fate.

DAWSON'S, 627 S. GRAND AVE., LOS ANGELES  
 Antique Furniture, plates in portfolio. Pub. Smith & Packard. Chicago.  
 Bennett, Emerson. Leni Leoti, or The Prairie Flower.  
 Black Hawk, Chief of Sac Indians, 1767-1838.  
 W. Heckman Co. Lorado Taft's Indian Statute Black Hawk. Privately printed.  
 Britannica. Handy vol. Vol. 27 only. Brown leather, thin paper.  
 Doderlein, Ludwig. Handbook of Latin Synonyms. Trans. by H. H. Arnold. 1902.  
 Dodd, A. B. Three Normandy Inns.  
 English, Wm. Hayden. Conquest of the Northwest. 2 vols. Must contain genealogy of Clark family.  
 Hecht. One Thousand One Afternoons in Chicago.  
 Jennings. Proverbial Philosophy of Confucius. 1895.  
 Langford. Vigilante Days and Ways. Red clo. 1890. Vol. 2 only.  
 Selections from Fenelon. L. B. & Co.  
 Starr, Laura B. The Doll Book. Outing Pub. Co. 1908.  
 Whiting, Lillian. Florence of Landor.  
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Alaska & Yukon Guide. Paper. Rand, McN.

Balfour. To Arms.

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Jamison. Legends of the Madonna.

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Gregg. Commerce Plains, 44. Pages 241-261.

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 Wells, H. G. Red Room. Pamphlet. Chicago, 1896; War of the Worlds. Harper, 1898; Discovery of the Future. Pamphlet. 1902 or '03; Modern Utopia. Scribner. 1905; Socialism and the Family. Ball Pub. Co. 1908; This Misery of Boots. Bell Pub. Co. 1908. Floor Games. Small. 1912. Enl. of the Armament Rings. World Peace Foundation. 1914.  
 Becker. Mr. Wells and the New History. Am. Hist. Rev. 1921.  
 Yellow Book. London. Vol. 8. 1st ed.  
 Coburn, A. L. New York. Brentano. 1910.  
 N. Y. Times Book Rev. & Mag. Feb. 7, 1915; Feb. 26, 1922.  
 N. Y. Sun Wkly. Lit. Sup. Dec. 1, 1895; Dec. 6, 1896.  
 de Tabley. Poems. Vellum binding. By Ricketts.  
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 Lamb, Charles. Letters; Essays of Elia. 8vo. ed.  
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 Motley. John of Barneveldt. Harper. 1864. 1/2 binding.  
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 Practical Lessons in Idiomatic French. Alfred  
 Hennequin. Pub. 1881.  
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 Cattle Trade. Cox. Pub. about 1895.  
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 History of Alabama. Pickett. 1851. Vol. 1.  
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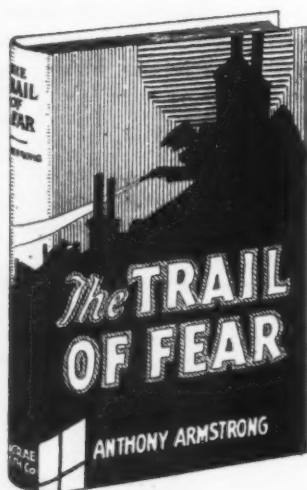
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MARIAN A. OSBORNE, Buffalo, N. Y.  
J. A. HOLDEN, 62 West 45th St., New York.  
F. G. MELCHER, 62 West 45th St., New York.  
A. C. FRASCA, 62 West 45th St., New York.  
A. R. CRONE, 62 West 45th St., New York.  
ELEANOR FF. DUNCAN, 62 W. 45th St., New York.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: NONE.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

F. G. MELCHER, Vice-President.

Sworn to and subscribed before me  
this 24th day of March, 1927.

ARMOND FRASCA,  
Notary Public, New York Co., New York.  
(My commission expires March 30, 1927).

[Seal].

Certificate filed in New York Co. No. 143.

Reg. No. 7028.